

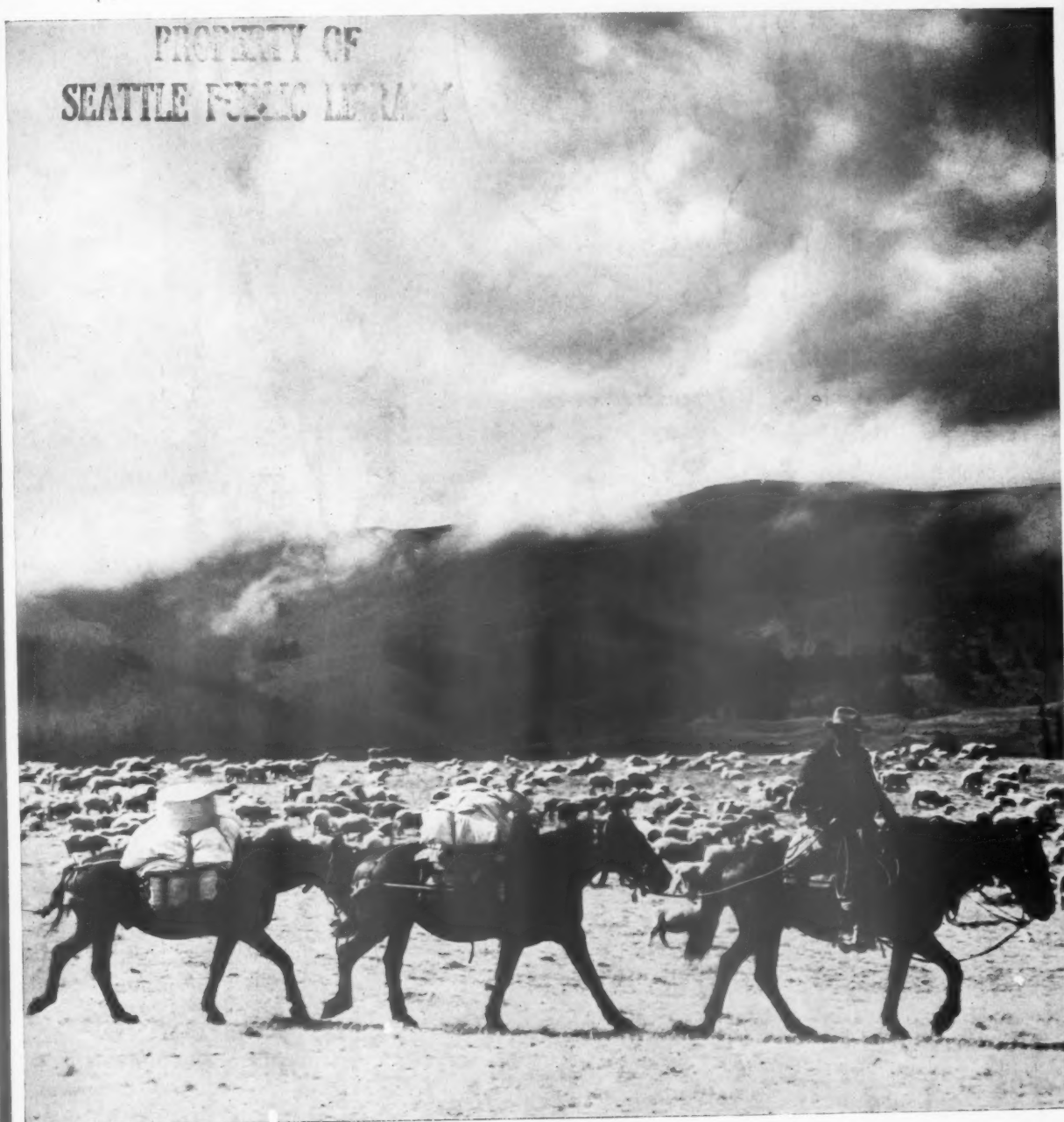
PERIODICAL DEPARTMENT  
Technology

# THE NATIONAL Wool Grower

VOLUME XXXI

JANUARY, 1941

NUMBER 1





THE DENVER MARKET has not only been thoroughly tested by thousands of producers and feeders of the West, but has proven itself as being worthy of the business shipped there.

The cost of marketing livestock at Central Stockyards is less than on any other commodity and took only  $1\frac{4}{10}$ c of the Consumer's Dollar over a ten-year average period.

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When selling out at home you sometimes save  $1\frac{4}{10}$ c of the Consumer's Dollar—or the smallest part—however these costs exist for someone anyway and are usually only infinitesimal when compared to the lower price received because of reduced competition.

R V. 31, no. 1-12  
Jan.-Dec. 1941



Resolve NOW to ship to a Central Market in 1941. Keep buyers on Central Markets where their competition can be felt.

# PACIFIC WOOL GROWERS AUCTIONS BROUGHT HIGH PRICES IN 1940

OUR OPEN COMPETITIVE WOOL AUCTIONS HELD AT STOCKTON, CALIFORNIA, OCTOBER 28—AND AT PORTLAND, OREGON, OCTOBER 31—BROUGHT SOME OF THE HIGHEST PRICES OF THE YEAR FOR DOMESTIC WOOLS IN THE WEST.

HERE IS A SUMMARY OF THE WEIGHTED AVERAGE AND RANGE OF GREASE PRICES:

DESCRIPTION	Weighted Average	Range of Prices
<b>PORTLAND, OREGON</b>		
Northwest Original Bag .....	.3346c	.28½c to 40c
Northwest Graded Fine and Fine Medium .....	.3404c	.27¼c to 37c
Northwest Graded Half Blood .....	.3951c	.31¼c to 43½c
Northwest Graded ¾s Blood .....	.3385c	.30½c to 37½c
Northwest Graded ¼ Blood .....	.3768c	.35¼c to 39c
Northwest Graded Low ¼ Blood .....	.4063c	.38c to 42¼c
Northwest Graded Valley Half Blood .....	.49c	
Northwest Graded Valley ¾s Blood .....	.463c	.44c to 47c
Northwest Graded Valley ¼ Blood .....	.4538c	.45¼c to 48c
Northwest Graded Valley Low ¼ Blood .....	.4551c	.45c to 46½c
<b>STOCKTON, CALIFORNIA</b>		
Original Bag Californias .....	.3453c	.29c to 49c
Original Bag Nevadas .....	.3271c	.30½c to 37½c
Original Bag Mendocinos .....	.3816c	.37c to 42½c
Original Bag Humboldts .....	.4302c	.41¼c to 46¼c
Graded Half Blood Nevadas .....	.36c	

All prices were net cash F.O.B. Stockton, California, or Portland, Oregon.

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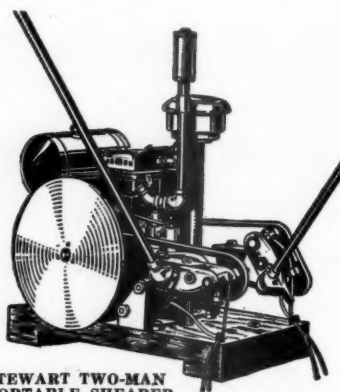
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Pen 3 Ewe Lambs .....	1st	1st
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Ewe Lamb .....	3rd, 4th	1st, 6th, 7th
Pen 3 Ewe Lambs .....	1st	1st
Get of Sire .....	1st	1st
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VOLUME XXXI

January, 1941

NUMBER 1

# The National Wool Grower

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F. R. Marshall, Editor

Irene Young, Assistant Editor

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**SUBSCRIPTION RATES**—Payment of dues in the National Wool Growers Association includes a year's subscription to the National Wool Grower. Dues and subscriptions are received along with state association dues by the secretaries shown for the following states, Arizona, California, Colorado, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, South Dakota, Texas, Washington and Wyoming. To non-members in the United States and Canada \$1.50 per year; foreign, \$2.00 per year.

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# Editorial Comment on Sheep and Wool Affairs

## *Convention Work*

THE 76-year record of the National Wool Growers Association, and of its 13 affiliated state organizations, bears ample testimony to the soundness of positions taken on legislative matters through convention committee reports and resolutions.

Setting aside the many other good results through and by the conventions, the official expressions more than justify the institution and custom of holding annual meetings. The adoption of resolutions and reports on pending affairs of importance serves three good purposes: (1) The rank and file of members and other growers are informed and establish unity of plan and policy for the industry; (2) the general public is informed as to the concerns of an essential industry and its adjustment of its affairs to accord with state and national welfare; (3) legislative bodies and executive officials are given a clean-cut and official statement of what the industry claims and advocates, and the basis for its policies.

## *New Laws*

The coming weeks will see important matters of legislation pending in the state legislatures and in the National Congress. The question of higher taxes is sure to be at the front. The states all have relief and welfare programs to support, and are accustomed to stepping up the extent and cost of education and administration as well. It is going to take determined and well-organized representation to effect economy and lower expenditures by state and local bodies.

In the National Congress there will of course be much larger appropriations for defense. These are necessary, and will be made. How the money is to be raised is another story. Much of it will be borrowed, and that means amendment to the law that now sets 49 billion dollars as the limit of our national debt. The President has spoken for cuts in expenditures for all other purposes. That is a sound and necessary policy, but will it be carried out?

The American people need to become government-budget-conscious, as are the people of Great Britain and Canada. Until the majority have concern for the cost of government, higher and higher taxes are certain. And it is altogether too little realized that bankruptcy of the National Treasury is a possibility, if not a probability. Under our present load of debt, and with banks loaded with government issues, it is appalling to contemplate the effect of loss of confidence in government bonds and notes. They are secured by the power to tax, but there is a limit to the amount that can be raised through increasing rates of taxation.

## *Financing A A A*

The administration appears to expect trouble in having Congress appropriate one billion dollars for continuation of the agricultural adjustment program. In November we queried what effect the defeat of the dominant party in important corn belt states would have upon future policies. That query should be answered through the proposed budget.

The only alternative to large appropriations of funds for agricultural benefit payments is to assess a direct tax upon the crops or products in connection with which the payments are made. This idea was presented in a bill to the last Congress, and undoubtedly will be offered again. It raises the question as to whether a tax on livestock may be proposed to offset the cost of the range conservation program.

## *Wool Control*

No legislation is necessary to enable the government to prevent increase of wool prices. Through abandonment of the legal rule to pay more for government purchases of woolen goods made from domestic wool, than for materials made from foreign wool, the market already is stopped from going above the price at which wools can be imported. With the United States as the only customer for South American clips, the market in that country is really not on a competitive basis. Prices at Buenos Aires have advanced some, but wools from that market are still available at lower prices than were in effect for similar domestic wools before the new clip wools from the Southern Hemisphere began to arrive.

Great Britain, until December 9, was still selling Australian fine wools in Boston at around 95 cents clean, when fine domestics had been bringing \$1.05. Sales were then suspended, but so far there is no report from England that prices to the American trade will be advanced to what the market would now stand. It is quite apparent that the British government is in control of Boston prices, and so long as contract prices for goods of domestic wools are little, if any, higher than for foreign wools, Boston prices for the former are pegged at the level established in this country by Great Britain.

The text of the agreement between the governments of Great Britain and the United States for setting up in this country a reserve pile of 250 million pounds of Australian wool is printed in this issue.

The provisions of the agreement are a distinct disappointment to representatives of the wool growers who had conferred with the National Defense Advisory Commission, and believed that the agreement would carry some reasonable price protection for American growers. The agreement



leaves the British government wholly free to sell wool in the United States in any amounts and at any prices it sees fit.

Further, it is provided that any shipments to go into the reserve pile will be made only after Great Britain has sold to the American trade all the wool it cares to so sell. And so long as such sales are being made, there is not likely to be any volume of shipments to go into the reserve. Nor does the agreement actually bind the British to deliver any wools to this country.

If, however, all or part of the 250 million pounds actually shall be stored in the United States, and later found to be needed, our government must purchase at the British-made prices. It can then resell to American manufacturers at either a loss or a profit. It is likely to aim to break even, and if so, the American market has again been set by the British government.

## Lamb in the Army Diet

AT the semi-annual meeting of the National Live Stock and Meat Board in December, there was discussion of Army standards and methods of purchasing meats, including lamb.

A committee of the American Meat Institute reported on constructive conversations with the Army purchasing officials, particularly in regard to the use of medium grades of beef for some purposes. It developed that cooks at the Army camps often have insufficient education or training to be able to cook lamb properly for the large numbers of men who must be served at each meal.

The officers in charge of the commissary at each camp are told how much meat they may purchase per man. In some cases there is a limit to the amount of poultry or other specialties, but each officer is free to order any amount of beef, pork and lamb subject to the total weight and cost. All meat is furnished on contracts. The forms for bidding provide for lamb, but the actual amount purchased is very small, usually only sufficient for hospital use or occasional serving at the officers' mess.

The reason that lamb is not served to men appears to be that the cooks do not know how to prepare it properly. Of course, many enlisted men have local, unfounded prejudices against lamb. It was found in Kansas City that these prejudices are wholly unfounded, and that 95 per cent of the people like lamb when it is properly cooked.

With beef, it has been the custom in the Army to buy mainly the top and expensive grades, even for stewing. This helps to raise the price on top grades, and to allow the medium grades to accumulate or be sold at very low prices, below their value.

The Meat Board arranged to furnish to the Army the services of its nutrition experts and meat cutting and cooking demonstrators. On December 21, Meat Board officials and Chicago packers met with the highest officials of the Quartermaster Corps at Washington for a discussion of meat subjects. It was arranged that representatives of the Meat Board are to go into the nine corps areas for the purpose of giving the men in the commissary departments special training in cutting and cooking all meats, including lamb.

None of the American growers desires to see a runaway market; but they do think it fair that the price of wool should be allowed to at least equal the increasing costs of production. As matters now stand, Great Britain will set the prices. There are only two ways in which any of the necessary advance can be realized: (1) by a rise in the British price to the United States, and (2) by a restoration, when the new clip comes off, of the rule requiring the use of domestic wool for government business, even at a cost higher than for goods made from foreign wool. There is no certainty that either of these things will happen, though either or both could happen.

Unless the British do advance their prices sharply, there will be no occasion for our government to consider fixing a price on domestic wools, nor will the grower be assured of a market that permits any profit.

In other conferences, it was suggested that the Army raise its limit of 40 pounds on lamb carcasses to 60 pounds; this would furnish really better meat for either roasting or stewing, and such weights will be obtainable at lower prices than the lighter ones which are popular in the retail trade because of small-sized families and restricted facilities for cooking in most city homes.

## Colorado Buys Sheep Range for Deer

THE acquisition of 22,500 acres of range in the Meeker region on the western slope area of Colorado as a winter grazing ground for deer was announced during December by R. G. Lyttle, member of the Colorado State Game and Fish Commission.

The land acquired, which is said to include practically all of the drainage area of Missouri Creek, had previously been used as a sheep range.

Purchase of this area for the use of big game was made possible through the Pittman-Robertson act which levies a tax on ammunition and provides for the use of part of the revenue by the Fish and Wildlife Service of the Department of the Interior in promoting game refuges, etc.

This was the ninth and largest acquisition of land in Colorado under this program.

## Sheepmen's Calendar

### CONVENTIONS

- Utah Wool Growers, Salt Lake City: January 9-10
- Utah Wool Marketing Association, Salt Lake City: January 11
- Idaho Wool Growers Association, Pocatello: January 12-14
- Montana Wool Growers Association, Great Falls: January 16-18
- Washington Wool Growers Association, Spokane: January 20
- National Wool Growers Association, Spokane, Wash.: January 21-23
- New Mexico Wool Growers Association, Albuquerque: February 6-7

### SHOWS

- National Western Stock Show, Denver: January 11-18, 1941



# British-American Agreement on the Wool Stock Pile

(Editor's Note: There is printed below the full text, as released from the Department of State, of the agreement now in effect between the governments of Great Britain and the United States respecting the reserve supply of 250 million pounds of Australian wool to be maintained in the United States.)

THE following notes were exchanged between the American Charge d'Affaires ad interim at London and the British Secretary of State for Foreign Affairs on December 9, 1940, under which a strategic reserve of Australian wool is to be established in the United States.

From the British Secretary of State for Foreign Affairs to the American Charge d'Affaires ad interim at London:

Foreign Office,  
S. W. one,  
9th December, 1940

No. W11985/79/49  
Sir:

I have the honour to inform you that in order to enable the Government of the United States of America to establish in the United States a reserve of Australian wool against a possible emergency shortage of wool supplies in the United States, the Government of the United Kingdom of Great Britain and Northern Ireland are prepared to enter into an agreement with the Government of the United States in the following terms:

(1) The Government of the United Kingdom shall make available to the United States Government (or an agency acting on its behalf) two hundred and fifty million pounds of Australian wool as a strategic reserve for the United States Government against a possible emergency shortage of wool supplies in the United States. The wool shall be transported to the United States where it shall be stored in bonded warehouses. The Government of the United Kingdom shall retain title to the wool, but all or any part of the wool may be purchased by the United States Government (or an agency acting on its behalf) for use in the United States or may be sold to the United States domestic trade, if and when it has been determined by the United States Government that an emergency shortage of wool exists in the United States.

(2) The Government of the United Kingdom may withdraw wool from the reserve for shipment to the United Kingdom or other British territory in the case of emergency shortage of supplies in such territory, or in the contingency of an interruption of wool textile production in the United Kingdom for the manufacture of textiles in the United States to meet United Kingdom emergency textile requirements, provided that (a) replacements for wool so withdrawn are on the way to the United States and (b) at no time the total of the reserve in the United States is temporarily depleted by more than twenty per cent of such withdrawals.

(3) At any time after the signing of a general

armistice between the United Kingdom and Germany, the Government of the United Kingdom shall be at liberty to dispose of the wool remaining in the reserve, but the United States Government and the Government of the United Kingdom shall consult together with a view to ensuring that the disposal of any such wool in the United States shall be effected under conditions which will avoid a dislocation of normal wool marketing there.

(4) The wool for the reserve shall be made available by the Government of the United Kingdom f.o.b. at Australian ports, and the United States Government (directly or through an agency acting on its behalf) shall thereafter accept responsibility for the safe custody of the wool and shall pay transport, handling, storage, insurance including war risk, and other charges in connection with the establishment and maintenance of the wool reserve. Payments shall be made between the United States Government and the Government of the United Kingdom on sale of wool from the reserve to offset any savings secured by the Government of the United Kingdom owing to the wool having been transported to and stored in the United States by the United States Government and any loss incurred by the Government of the United Kingdom by reason of depreciation in the value of the wool stored in the United States as a result of deterioration of the wool or by reason of the position in which the wool is stored in the United States, provided that (a) in the case of sales in the United States no payment shall be made which would reduce the receipts by the Government of the United Kingdom for the wool in question below the amount which would have been received on sale f.o.b. Australia at the same date, and (b) in the case of sales outside the United States any payments as between the two governments shall not involve the Government of the United Kingdom in any net expenditure of United States dollars in respect thereof.

(5) It is tentatively agreed that the 250,000,000 pounds of Australian wool which will be made available by the Government of the United Kingdom for the reserve shall be composed of the following: 270,000 bales of 58/60s of types normally imported into the United States and of good topmaking Bradford styles; 290,000 bales of 60s and finer of types normally imported into the United States and of good topmaking Bradford styles; 190,000 bales of 60s and finer of good to average Bradford styles; balance (to make up 250,000,000 pounds) of 60s and finer of average Bradford styles; two thirds of all the 60s and finer wools to consist of 64/60s. The counts are as normally understood in the United States. Although this tentative agreement on grades and types is subject to modification following consultation between the two governments after examination of samples of the wool by the United States authorities, it shall become definitive if the examination of samples indicates that the grades and types of wool included in the above mentioned general categories are such that they could be readily used in American mills without interruption of or delays in the production of the mills. It is understood

that the Government of the United Kingdom in estimating the quantities available for the reserve have provided for the retention of sufficient supplies in Australia to ensure that the commercial demand can be met. It is also understood that both the total quantity estimated to be available for the reserve after providing for sales abroad and shipments to the United Kingdom, and the distribution by types and descriptions, have been based upon the results of the 1939-40 clip, and that should the results of the 1940-41 clip differ it may be necessary to vary the supply for the reserve.

(6) Space on established British shipping lines running between Australia and the United States shall be used for the transport of the wool so far as available. The wool will be made available in Australia as rapidly as possible, provided that the sale of wool from Australia on commercial account or its shipment to the Wool Control in the United Kingdom or Canada shall not be prejudiced, and every endeavour shall be made to complete the allocations in Australia by the end of March 1941.

2. If the Government of the United States are prepared to accept the foregoing provisions, I have the honour to propose that the present note and your reply to that effect be regarded as constituting an agreement between the two governments which shall come into force immediately.

I have the honour to be, with high consideration, Sir, your obedient servant,

HALIFAX

*America Accepts*

From the American Charge d'Affaires ad interim at London to the British Secretary of State for Foreign Affairs:

## Another Change

SENATOR NORRIS and other professional reformers now propose to change our Constitution so as to elect our presidents by popular vote instead of by electoral vote as has long been the custom. Such a change would be disastrous to the slightly populated states and particularly to the West.

That we elect presidents by electoral votes is not an accident. It represented the profound thought of the Fathers of our country, and without that provision there never would have been any United States.

When the Union was being formed at Philadelphia in 1787, each of the 13 colonies was a free and independent nation if it wanted to exercise its rights. It did not have to join the Union unless it wanted to. Of the 13 colonies, at least nine were small, thinly populated, while Pennsylvania, Virginia and New York had large populations and large numbers of irresponsible voters. Under a popular vote these three big

states could easily have elected all presidents and directed the entire nation. Therefore the little states, led by Delaware, refused to consent to election of the president or senators on a basis of the popular votes. So the Constitution finally agreed on contained a provision that each state, regardless of size, should have two senators, and that presidents should be elected by electoral votes. Each state was to have as many electoral votes as it had senators and representatives. As each state had two senators this gave little states an even break and kept the big states from destroying them.

The wisdom of such provision was fully shown in the last election. In that election, about 49 million votes were cast. Practically 50 per cent of the total vote was cast by seven states, all of which have large cities and large foreign populations, and particularly corrupt city machines. New York alone has thirteen and a half million people such as they are, and under the electoral system of electing presidents has

one electoral vote for about each 250,000 of population, while Idaho with about 560,000 population has one vote for each 140,000.

Anyway the Fathers did not establish a democracy. They were fearful that under a democracy the masses might start dividing the wealth, of which little had been created at that time. Our government was, and still is supposed to be, a constitutional republic in which the people rule through representatives whom they have chosen. The Fathers were not enthused about majority rule alone—they were as much concerned about giving the minority a square deal. They knew full well that America had been settled by minorities, that it generally was the minority that did the business of the country and paid its taxes. If we now are to abolish the electoral vote, then, let us go all the way and give each state only the number of senators to which it is entitled by reason of population. By that rule Nebraska would have but one senator.

S. W. McClure

London,  
December 9, 1940

No.: 2662

My Lord:

I have the honor to acknowledge the receipt of your note no. W11985/79/49 of December 9, 1940, in which Your Lordship is good enough to inform me that in order to enable the Government of the United States of America to establish in the United States a reserve of Australian wool against a possible emergency shortage of wool supplies in the United States the Government of the United Kingdom of Great Britain and Northern Ireland is prepared to enter into an agreement with the Government of the United States in the following terms:

[(1) to (6) are identical with those under the same numbers in the British note.]

In reply to numbered paragraph two of Your Lordship's note, I have the honor to confirm under instructions of my Government that Your Lordship's statement of our understanding as set forth above is agreed to by my Government and that the present exchange of notes is to be regarded as constituting an agreement between the two governments which shall come into force immediately.

I have the honor to be, with the highest consideration, My Lord, your most obedient, humble servant,

HERSCHEL V. JOHNSON

Charge d'Affaires ad interim

## Spokane—Queen City of the Inland Empire

WHAT is the story of your 1941 Convention City?

In the early days of the West, even before the explorers, as early as the missionaries, business was a foot throughout those sections of Montana, Idaho, and Washington that surround Spokane as the Inland Empire.

Beau Brummel, in far off Europe, had made popular the fad for beaver hats; beaver fur was "worth its weight in gold"; and to obtain pelts, hundreds of men came to the northwest wilderness. The beaver was found everywhere and soon fur trails formed a network in all directions. These were the first avenues of communication that began to bind together the Inland Empire.

It was the efforts of these men that led to the success of the great fur companies and the establishment of such trading posts as old Fort Colville on the Columbia, Fort Walla Walla, and the first of them all, old Spokane House at the junction of the Spokane and the Little Spokane rivers. Wars and rivalries later caused the abandonment of some of these posts—Spokane House was one of these—and the trails for explorations and earliest prospecting for a while did not touch this country but were more to the south over the Oregon and Santa Fe routes. The falls of the Spokane River tumbled on to be witnessed with their rainbow spray only by the Indians who met in council beside them. From them, the river, and the city that was later to be, took their names, for these Indians were the "Spokanee," meaning "Children of the Sun."

However, the men who sought for gold and, in other instances, pioneer missionaries, ventured closer and closer to the Spokane region—and civilization, as it always does, followed this daring vanguard.

A tiny sawmill, run by water power from the falls of the Spokane River

and built to supply boards for houses to the miners and prospectors of the Coeur d'Alenes, was Spokane's first industry. Two cattlemen, J. J. Downing and S. B. Scranton, located at Spokane Falls in 1871. After crossing the plains, Richard M. Benjamin joined them in 1872, built the sawmill, and bought a third interest in the claims at the falls. Later in the same year, James N. Glover and Jasper N. Matheny bought out Benjamin's share in the land for \$400 and took an option on the rest of the claims. Mr. Glover took up these options later, bought out his partner, and became "The Father of Spokane" by remaining alone with his wife at the site of the city of today.

It was the coming of the railroads that changed this tiny settlement into a town and then a metropolitan city. The first one came in 1881 and the population at once sprang to 1000 people. A tiny flour mill followed the sawmill, for the homemakers demanded flour—and Spokane's destiny was cast.

The little sawmill has been changed by time to become 29 lumber manufacturing and re-manufacturing plants. Spokane, with its network of transcontinental railroads converging within its

boundaries, has become an important transportation center, while from the rolling wheatlands to the south and west flows a rich and constant stream of grain.

The traveler comes to the city from the hills. The long, narrow Spokane Valley stretches out green and fertile, with the river cutting through the flowering ranches and into the city, where in the heart of the business district it roars in turbulent waterfalls.

The few scattered settlers have given way to a cosmopolitan population. The largest park area per capita of any city in the country is Spokane's pride.

The pioneer schoolhouse has been replaced by an excellent school system with its high schools and junior high schools, and by the Spokane Junior College, Whitworth College, and Gonzaga University.

Plants turning out almost every variety of food products have followed the crude flour mill on the river bank and here, also, are the headquarters for the Farm Credit Administration serving agriculture in all of its branches in the four Pacific northwestern states.

It is the enormous valley and plateau country surrounding, rich in the nat-



Weather permitting, wool growers will be driven over to the Grand Coulee dam, shown above, on the day following the convention in Spokane, that is, on January 24. This project on the Columbia River is considered one of the world's greatest pieces of engineering and construction and is proving a magnet for tourists from all parts of the country.





*The lobby of the Davenport Hotel, convention headquarters, known over the country for its spaciousness and beauty.*

ural resources, that is responsible for Spokane's brisk commerce and industry. This means that with the tremendous wheat-producing regions of the Big Bend and the Palouse, the vast forested areas, including the largest stand of white pine in the world, the multi-million dollar mining output of the region, and a treasure-trove of agricultural products, Spokane can be assured of progress which will halt only when the progress of the entire United States is ended.

Spokane is the largest city between Minneapolis and the Pacific Coast; and within its empire of 100,000 square miles may be included eastern Washington, northeastern Oregon, northern Idaho, western Montana, and southern British Columbia. This territory is both a land of infinite economic development, because of its fertility and great resources, and a land of wondrous scenic beauty.

Spokane is the large city which is nearest to the Grand Coulee dam and is the main travel gateway to the world's greatest engineering and construction project. This great project on the Columbia River is proving an added tourist magnet; and to it, and

to the network of mountain lakes and trout streams that surround Spokane, come thousands of visitors.

Fanning out for hundreds of miles in every direction from Spokane is a land of matchless natural beauty.

The silver links in a chain of crystal lakes encircle Spokane—76 within fifty miles, each beautiful, each with its own distinctive charm, and hundreds at greater distance—with cliffs of sheer rocks and miles of virgin forested shores offering every fascinating lure of the wilds. Here you will enjoy fishing as it was destined to be.

Twenty national forests, with 100,000 acres of timbered playgrounds, offer the primeval joys of camping, hiking, climbing, with modern public camp grounds available at selected locations.

An empire speaks of great riches—and those who live in Spokane and its Inland Empire are proud and grateful possessors of wealth of many kinds.

To this region, still rich in minerals, in agriculture, and in the wealth of timbered acres, homeseekers continue to turn; and Spokane, close to its historic past, finds its present and its future even brighter.

Grace Kirkpatrick

## CONVENTION RAILROAD AND HOTEL RATES

**F**IRST-CLASS, round-trip railroad fares are shown below from some of the principal points in the wool growing territory to Spokane, Washington, the site of the 76th annual convention of the National Wool Growers Association, January 21-23, 1941.

San Angelo, Texas, via Denver.....	\$85.00
El Paso, Texas, via Denver.....	76.60
Roswell, New Mexico, via Denver.....	75.25
Albuquerque, New Mexico, via San Francisco .....	84.50
Albuquerque, New Mexico, via Denver...	72.20
Ashfork, Arizona .....	79.05
Phoenix, Arizona .....	79.30
Denver, Colorado .....	56.00
Salt Lake City, Utah.....	35.10
Cheyenne, Wyoming .....	51.60
Rawlins, Wyoming .....	45.05
Boise, Idaho .....	21.50
Idaho Falls, Idaho.....	28.00
Billings, Montana .....	26.75
Great Falls, Montana.....	20.50
Havre, Montana .....	23.70
Helena, Montana .....	20.50
Shelby, Montana .....	19.00
Winnemucca, Nevada .....	59.70
Reno, Nevada .....	53.05
Los Angeles .....	68.00
Fresno, California .....	55.40
San Francisco .....	50.60
Sacramento, California .....	47.70
Klamath Falls, Oregon.....	31.75
Portland, Oregon .....	16.90
Pendleton, Oregon .....	9.05

Nearly all the rates quoted are good for 21 days or longer and permit stopovers any place along the route of travel. Intermediate and coach rates can be obtained from local agents.

## HOTEL RATES

### Davenport Hotel:

Single rooms without bath, \$2; with bath, \$3 and up.  
Double rooms without bath, \$3; with bath, \$5 and up.

### Spokane Hotel:

Single rooms without bath, \$1.50; with bath, \$2 and up.  
Double rooms without bath, \$3; with bath, bath, \$3 and up.

### Coeur d' Alene Hotel:

Rooms for either one or two persons, without bath, \$1.25 and up; with bath, \$2 and up.

### Desert Hotel:

Single rooms without bath, \$1.50; with bath, \$2.50.  
Double rooms without bath, \$2; with bath, \$3.50 and up.



## Convention Program And Entertainment

WITH President C. B. Wardlaw wielding the gavel, the 76th annual convention of the National Wool Growers Association will be called to order at ten o'clock, Tuesday morning, January 21, 1941, in the Marie Antoinette Ballroom at the Davenport Hotel, Spokane, Washington.

Prior to that time, wool growers and their friends will have a chance to register and greet each other on the mezzanine floor of the hotel.

The President's address and the Secretary's report, both scheduled for the first session, will give wool growers the facts about the present condition of the industry and the association, the events in the past year that have affected wool growers, and what may be looked for in the future.

Speakers during the main sessions of the convention will include Dr. A. D. H. Kaplan of the Department of Government Management of the Denver University. His subject will be "Facing the Music of a War Economy." Tim Healy of Bellingham, Washington, will present the western view of the park extension program as planned by the Department of the Interior.

One session of the convention will be devoted to lamb topics, including a talk by a representative of the American Meat Institute. Colonel E. N. Wentworth of Armour and Company will discuss the use of lamb in the diet of the Army forces, and J. M. Jones of the National Association will report on lamb promotion work in Kansas City, talking on the subject, "Showing That They Do Like Lamb."

In the wool session of the convention, the present market situation and governmental relations to the market will be discussed by C. J. Fawcett, manager of the National Wool Marketing Corporation. F. Eugene Ackerman of New York City will report on wool promotion matters. The question of auction sales of wool will be offered for general discussion, which will be opened by James Coon of the



*Silver Grill Dining Room at the Spokane Hotel; the excellence of the food served here measures up to the artistic surroundings.*

Farm Credit Administration, Washington, D. C.

There will also be several other prominent speakers on production, feeding and other problems of importance and interest to sheepmen during the four principal sessions of the convention.

The final session on Thursday afternoon will be devoted entirely to com-

mittee reports and other convention business.

### Committee Meetings

The Wool Promotion Committee of the National Wool Growers Association will meet at the Davenport Hotel at 2 p.m., Monday, January 20. Each state association is requested to be represented at that time so that a full



*Night view of the entrance to the Davenport Hotel Coffee Shop and Italian Gardens.*

## Tentative Convention Program of The Women's Auxiliary

Tuesday, January 21, 1941

Registration: Davenport Hotel  
Joint Meeting with National Wool  
Growers Association  
Executive Board Luncheon and Meet-  
ing  
Reception and Tea, Spokane City  
Club

Wednesday, January 22, 1941

Meeting of All Members  
Old and New Business  
Committee Reports  
State Reports  
President's Report  
Luncheon, Davenport Hotel

Thursday, January 23, 1941

Brunch, Spokane Hotel  
Address by F. Eugene Ackerman,  
New York City; Introduction by  
Mr. Mac Hoke, President, Ore-  
gon Wool Growers Association  
Address by Mr. C. B. Wardlaw,  
President, National Wool Grow-  
ers Association  
Unfinished Business  
Election of Officers  
Committee Meetings

discussion may be had on the methods of raising funds in 1941.

The Executive Committee will have a dinner-meeting at 6:30 p.m. on Monday, January 20.

All other committees will meet in assigned rooms immediately after the close of the Tuesday morning session.

### Entertainment

The City of Spokane and the Washington Wool Growers Association have done a thorough job in getting ready for the convention and are all lined up to give sheepmen, their wives, and their friends an exceptionally good time.

Tuesday evening, following an informal cocktail hour in the Elizabethans Rooms at the Davenport, there will be dancing in the Marie Antoinette Ballroom.

Wednesday evening at 7 p.m. the annual banquet and floor show will take place, also in the Marie Antoinette Ballroom. A round of gaiety for

the ladies has also been prepared, as shown in the outline of the program for the Women's Auxiliary.

On Friday, the 24th, a complimentary trip to the Grand Coulee Dam is announced for out-of-state visiting delegates. This drive is, of course, conditioned on good weather.

Good speakers and good entertainment are arranged; a good crowd is all that is necessary to make an outstanding event of the 76th annual convention of the National Wool Growers Association. Try and be there.

## In Memoriam



Kenneth G. Warner

WOOL growers over the entire western sheep country mourn the passing of Kenneth G. Warner of Pilot Rock, Oregon. He died on November 10 at the age of 67 of a complication of illnesses.

Starting as a sheep shearer, Mr. Warner climbed to the highest position in the Oregon Wool Growers Association by having served one of the longest terms of the many state association presidents. He was a charter mem-

ber of the association, in fact, having attended the first meeting held at The Dalles in the late 90's, and was held in the highest respect by its members and by all those who knew him. In the matter of character, his friends hold that he had no superior.

Mr. Warner was born in Rutland, Virginia, and moved west in 1885 to reside in Pilot Rock, where, with the exception of overseas activity during the Philippine insurrection, he spent his years.

Throughout the northwestern country, K. G. Warner was recognized as a breeder of Lincoln-Delaine sheep of the very highest quality, and buyers almost invariably were agreeable to paying a dollar more for them than for sheep of other flocks.

The sheep business built by Mr. Warner will be carried on by his widow and son, Lawrence, of Pilot Rock. Another son, Byron, lives at Burbank, California, and a daughter, Mrs. R. Allen Bean, at Eugene, Oregon.

Over Mr. Warner's death, the Oregon Association expressed its deep regret at its recent convention. "The association feels," the resolution stated, "his death has meant the loss of an ardent supporter of those things bettering the condition of the sheep industry and a friend and neighbor."

## New Movie on Meats

"MEAT and Romance," the new "M" sound movie prepared under the direction of National Live Stock and Meat Board as one of its newest projects has been booked for appearances before 1200 audiences in cities and towns over the United States during the next seven months. Included in this schedule is a running of the film at the 76th annual convention of the National Wool Growers Association at Spokane, Washington, January 21-23. It is estimated that through this schedule "Meat and Romance" will reach 2½ million persons.

This film is being made available by the Board to interested groups and associations without charge, except that for return transportation.

# Around the Range Country

*The notes on weather conditions, appearing under the names of the various states in Around the Range Country, are furnished by J. Cecil Alter of the U. S. Weather Bureau and based upon reports and publications for the month of December.*

*The Wool Grower welcomes and desires communications from interested readers in any part of the country for this department of the Wool Grower and also invites comment and opinions upon questions relating to the sheep industry and of importance and significance to wool growers.*

## WYOMING

The first week was unseasonably mild, and the second abnormally cold, while the third and last weeks were very mild and favorable for livestock. Dry weather occurred the first week, and the second had general but light precipitation; the third week was dry again, while only local precipitation occurred in the last week in beneficial amounts; most of the state was dry. There is ample moisture on the desert areas and livestock are doing fairly well.

### Rawlins, Carbon County

In this section the winter feed is below normal (December 23); the weather has been rather mild and precipitation about normal.

The number of ewes bred is about the same as in 1939. Fewer ewe lambs were kept by most outfits this year for breeding next fall. There could not be much of an increase in sheep numbers on account of the drought the last two or three years.

Growers' expenses during 1940 were above those of 1939; taxes, of course, have been raised slightly, and concentrates for winter feeding are higher.

Losses from coyotes are a little bit smaller as a result of the work done by government and independent trappers.

Swanson & Johnson

### LaBarge, Lincoln County

Feed conditions are poor on the winter range (December 4), it is crusted with snow and very little feed is available.

While running expenses are about 10 per cent higher than in the previous year, I think about 90 per cent of the wool growers of this section will show a good profit for 1940.

About the average number of ewes have been bred. Sheepmen, however, have not kept nearly so many ewe lambs for replacements next fall as they did a year ago. The number retained this past fall was short by about half of the 1939 figure. For fine-wooled yearling ewes, \$8.75 per head is the present price and for crossbreds, \$9 is the going price.

Some improvement is noticed in the coyote situation. This is resulting from trapping and poisoning work, and "pupping" in the spring.

James I. Sims

### Baggs, Carbon County

At present (January 4) we are having a very mild winter in northwestern Colorado, and in southwestern Wyoming. The snow ranges from nothing to four and five inches on the high country. The sheep have been holding their own. As for feed, some parts of the Colorado area are about 90 per cent normal; other parts as low as 25 per cent.

The number of ewes bred this fall was about the same as one year ago. There are fewer ewe lambs kept over for breeding in the outfits that keep ewe lambs. Most outfits in the Craig area replace with yearlings.

The going price on straight, fine-wooled yearling ewes is \$9 to \$9.50, and on whitefaced, crossbred yearling ewes, \$10 to \$10.25.

The cost of running sheep has gone up about 20 per cent on account of the drought we have had the last two years in northwestern Colorado. Nearly all the sheepmen in our vicinity will show a small profit for 1940, however.

Our losses from coyotes are not so great this year because of the closer cooperation of the government and the sheepmen in extensive eradication programs.

We have 3 acres of land per ewe valued at from \$4 to \$5, and taxed around 3 per cent of its value.

Leland Ray Smith

### Garrett, Albany County

Our winter range is short, but open (January 1). There is very little hay or grain being used.

The number of ewes bred this fall was about the same as last year. The number of ewe lambs kept over for breeding next fall is also about the same as last year.

The going price on straight, fine-wooled yearling ewes is \$8.50, and on whitefaced, crossbred yearling ewes, \$8.75. I believe we could increase the number of ewes run in this section about 30 per cent.

Sheepmen's expenses have gone up about 4 per cent during the past year; everything we use, including leases, is higher.

Here is a suggestion on coyote control: I have a couple of running dogs. They are the best in this part of the country. We caught four coyotes this winter with them. The country around here is choppy, sagebrush draws. Some coyotes outrun the dogs. Others get in the draws and brush and get away. The bad coyotes are the old ones. They have been shot at, and run with dogs, and are very wise.

I lost 150 lambs while on my mountain range from July 1 until September 15 out of 1300 ewes and lambs in two little bunches. This is the worst loss I ever took from coyotes in this time. I think if the government would put \$20 per head on coyotes, we would get rid of them. Or maybe the sheep-



men could pay, we will say, \$10 of the amount, with an assessment per head on sheep.

We own about 3½ acres per ewe, valued at \$3 per acre. Grazing land is taxed at 2 cents per acre.

Robert I. Sturgeon

### SOUTH DAKOTA

Two weeks of cold weather or normal values preceded two weeks of fairly mild temperatures. Precipitation was light and uneven, until the closing decade when much of the state had good snows. As there was some thawing weather, the soils absorbed much water, favorable to grains and pasturage. Livestock are fair to good; most ranges are still open.

#### St. Onge, Lawrence County

Except for the fact that there is no snow, and water is scarce in some places, feed conditions are good on the winter ranges here (December 30).

There was no increase in the number of ewes bred this fall. However, about 25 per cent more ewes than we have now could be run in this district. Eight and a half dollars is the going price on yearling ewes.

As a result of the local sheepmen's organizing to fight the coyotes, both by trapping and airplane hunting, considerable improvement has been accomplished in their control.

John Widdoss

#### Dupree, Ziebach County

Feed on winter ranges runs from fair to good, (December 7) and some shrinkage in stock has been reported as a result of several days of severe high, raw winds with some snow that left in a few days.

There is a considerable increase in sheep numbers, as practically all of the ewe lambs have been kept the past few years and large numbers of Texas ewes have been shipped in for restocking. From \$8 to \$8.50 has recently been paid for fine-wooled yearling ewes and from \$9 to \$10 for whitefaced crossbreds.

Operating expenses during 1940 were about on the same level as in 1939 and 1938, and the year will, I think, show that some progress, in a financial way, has been made by all growers.

### PERCENTAGES OF NORMAL PRECIPITATION BY STATES

FOR DECEMBER, 1940  
(Preliminary)

	%
Arizona .....	306
California .....	246
Colorado .....	120
Idaho .....	91
Montana .....	48
Nevada .....	163
New Mexico .....	162
Oregon .....	90
South Dakota .....	68
Texas .....	175
Utah .....	163
Washington .....	85
Wyoming .....	70

Note—All of the percentage figures are based on average precipitation for the entire state as reported by all the Weather Bureau stations, which total around 100 in each state. It is possible, therefore, that a particular area in any state may have had more or less moisture than indicated in the above percentage figure.

Our state bounty is encouraging pup hunters, and coyote losses are decreasing.

I own or lease 12½ acres per ewe. It is unimproved land valued at about a dollar an acre and the taxes on it run from \$18 to \$20 a quarter section.

Sidney N. Parrott

### MONTANA

Normal or fairly cold weather during the early weeks was followed by appreciably warmer weather in the closing weeks. Precipitation was mostly light and infrequent, leaving ranges open yet affording enough moisture for flocks on the open range. Feed is also available in satisfactory quantities. Conditions have been very favorable for livestock on feed.

#### Ismay, Custer County

Feed conditions on the winter ranges are very good (December 24). About 50 per cent more ewes have been bred this year than last, and the number of ewe lambs retained for breeding next fall about equals that for 1939. Yearling ewes, both fine-wools and crossbreds, have sold recently at \$8.50 a head.

I do not think there has been any increase in growers' expenses during the past twelve months.

There is no change in the coyote situation.

E. A. McNamara

### Knobs, Fallon County

We have had fine fall weather, with just snow enough and no severe weather, except for one week. Our snow has just about all melted off (December 28); the ground is somewhat icy but stock are not hindered in getting around. Altogether the winter range is fine and the livestock are in good condition. We are wintering about 20 per cent more ewes than a year ago.

All the 1940 consigned wool from this section has been sold, and I think practically everyone is satisfied with their returns. All of the sheepmen in this part of Montana will record a profit for the year's operations.

We haven't been bothered with coyotes, to speak of, all this year.

Harvey Kile

### IDAHO

Moderately cold weather early in the month was succeeded by appreciably milder temperatures in the last half, though without much thawing weather. There was little or no snow until the latter half, when snows were more frequent and much heavier in places. Livestock are being fed generally, and all are in good shape.

#### Idaho Falls, Bonneville County

Feed conditions on the winter range are the best in years (January 4). Fall rains started the green grass, and mixed with the old, this has made feed excellent.

There was about a 10 per cent increase in the number of ewes bred this all and every ewe lamb suitable was kept over for next season. The going price on straight, fine-wooled yearling ewes is \$8.50. There are plenty of buyers, but no yearlings. The price on whitefaced, crossbred yearling ewes is \$9 to \$9.50, but none are available. We have as large a number of ewes now as our forest ranges will carry.

There has been about a 10 per cent increase in the cost of camp supplies. Our hay and grain is about the same price as last year, and labor is about the same.

Our coyote losses are getting smaller because of our real, wide awake trap-

(Continued on page 43)



# Oregon Wool Growers In Convention



Officers of the Oregon Association (left to right): Secretary Walter A. Holt, Vice President Wayne C. Stewart, and President Mac Hoke.

UNDER perfect weather conditions the 44th annual convention of Oregon wool growers was held at Lakeview, December 1-3, 1940. A large crowd was in attendance showing much enthusiasm and interest. Everyone reported exceptional feed conditions throughout the state.

President Mac Hoke, Vice President Wayne Stewart, and Secretary Walter Holt were reelected.

## Committee Reports

The convention voted a request that President Roosevelt sign the Logan-Walter bill regulating administrative agencies.

The committee on legislation and taxation favored:

The support of the Oregon Tax League for reduction in direct property taxes; the usual appropriation for predatory animal control; continuation of the research work in range livestock disease; the reclassification of the assessments on property to bring them into line with property values; continued opposition to reciprocal trade agreements with foreign countries, except where such agreements are approved by the Senate of the United States; opposition to any attempt to repeal merit rating provisions of unemployment insurance; and the clarification by Congress of the term "agricultural labor."

The public lands and grazing committee asked that in view of a new system of grazing fees, local grazing officials work in cooperation with the district grazing boards, committees of the

Oregon Wool Growers and Oregon Cattle and Horse Raisers associations, and the Oregon State College in establishing a basis for determining the grazing fee; recommended more equipment be supplied the CCC camps for range improvement; opposed further acquisitions of land by public agencies for any purpose; opposed purchase by the federal government of taxable property in the western states, and the withdrawal of revenue producing lands for national parks, etc., without compensation to state and local governments for loss of revenue so occasioned; urged separating of sheep and cattle allotments by suitable fences as early as possible.

The transportation and marketing committee asked that the Secretary of Agriculture conduct an investigation of wool freight rates; favored the collection of 75 cents per car at all markets, 50 cents of which is to go into a special fund of the National Livestock and Meat Board for use in lamb promotion work, and requested a change in the Oregon truck-length law to conform to those neighboring states.

The wild life and predatory animal committee recommended:

That the full appropriation of one million dollars annually for predatory animal and rodent control work be made available; that the present efforts of the W.P.A. trappers in Oregon be continued; that the U. S. Fish

and Wild Life Service take necessary steps to make coyote poison available to bona fide livestock producers; that the State Game Commission regulate numbers of big game in line with winter feed conditions, particularly in regard to antelope in southeastern Oregon; that present game laws be liberalized with view of placing more power in hands of the Game Commission; that the stockmen continue to cooperate with hunters and sportsmen, both from standpoint of management of big game and wildlife, and in hunting operations; that an appropriation be made available to Oregon State Department of Agriculture, to be supervised by Fish and Wild Life Service for full time predator control work.

The forest grazing committee opposed the transfer of the Forest Service from the Department of Agriculture; requested longer tenure for forest supervisors and rangers; urged modification of present mining regulations hampering the use of the land for grazing; approved the transplanting of beaver in mountain streams; requested the prompt submission of the report of the Joint Congressional Committee on Forestry which deals with improved administration of the national forests, and recommended that the Oregon Wool Growers' officers use their judgment as to what portions of this report the association should lend its support; unalterably opposed the creation of any more game reserves, national monuments, or national parks in Oregon.

The committee on general organiza-

tion and resolutions recommended that a budget of sufficient size be set up to pay the Oregon quota of the National Association's budget; commended the Ladies' Auxiliary for its activity during the past and previous years in furthering the interests of the industry, use of wool in clothing, greater lamb consumption, and conducting the booth at the Pacific International Exposition; recommended and urged that steps be taken by the association in contacting wool dealers or otherwise so that Oregon's full wool fund may be raised.

### *The Speakers*

There were various addresses and talks before the convention. Grover B. Hill, Assistant Secretary of Agriculture, urged mixing of maximum individual reliance with minimum governmental aid in "Building Western Ranges."

Dean W. A. Schoenfeld of the Oregon State College predicted better agricultural conditions and a better withstanding of disruptions because of national defense needs, than in the first world war.

President E. B. McNaughton of the First National Bank of Portland warned of changing conditions and a greater increase of government control in the great industries of transportation, communications, power, and other utilities, money, credits, and banking.

D. E. Richards, superintendent of the Eastern Oregon Livestock Branch Experiment Station, gave some interesting results of lamb and ewe feeding.

Casey Jones of the National Association gave the results of the "Consumer Education Program on Lamb" recently completed in Kansas City.

The new picture "Meat and Romance" was shown by D. R. Phelps of the National Live Stock and Meat Board.

The Oregon Wool Growers Auxiliary was addressed by Mrs. Winnifred Gillen, Klamath County home demonstration agent, on "Preservation and Use of Frozen Foods," and "How to Increase Lamb Consumption in Oregon" by D. R. Phelps.

The members of the auxiliary were

on the go every minute, selling over 18 dozen woolen ties.

The social functions took the form of a banquet attended by over 300 members and friends, followed by a dance in the evening.

## Meat Exhibit at the International

THE story of meat—the food around which housewives in America's 29½ million homes build their daily meals, was told in colorful, thought-provoking fashion through an educational exhibit at the 1940 International Live Stock Exposition. This exhibit, installed by the National Live Stock and Meat Board, filled a 60-foot glass-front cooler on the second floor of the amphitheater.

Meat cuts for every budget, which provide appetizing dishes for any occasion were featured in attractive displays. These ranged from the plate rib of beef to porterhouse steaks, from butterfly ham slices to Frenched loin pork roasts and from cushion lamb shoulder to Saratoga chops. And they included such meat sundries as hearts, livers, tongues and kidneys.

A center of interest was an endless conveyor moving 'round and 'round with a parade of 53 different meat cuts. As it rotated, visitors learned how these cuts were prepared, whether by roasting, broiling, pan broiling, braising or cooking in water—a visual illustration of meat cookery research put into practice.

Striking, because of its lessons in health and economy was one of the displays in which visitors saw a basket filled with a week's supply of food for a family of five. This included meat for every meal, as well as cereal foods, fruits, vegetables and dairy products. These foods provided all necessary food properties at an actual cost of only \$11.69 for the week, or a mere 11 cents per meal per person.

The health value of meat was portrayed through transparencies. Visitors learned that meat is the richest source of the important B group of vitamins, including thiamine, riboflavin and nicotinic acid, and that it is a

leader in furnishing protein, iron, phosphorous and calories.

One window of the big cooler depicted a winter scene featuring little pigs on skates, a la Sonja Henie. This display was modeled in pure lard by Charles Umlauf, Chicago sculptor. The high culinary and health values of lard were also stressed in various displays.

## The Apple Growers' Turn

THE Trade Agreement with Canada reduced our duty on apples from 30 cents to 15 cents per bushel. Now the Canadian dollar has depreciated 15 per cent so Canadian apples come into this country practically free of all duty. On the other hand, under this reciprocity business the duty on our apples moving to Canada still remains at about 60 cents per bushel. And as we only get an 85-cent dollar if we sell these, it amounts to 75 cents per bushel. When the Trade Agreement Act was passed the apple growers were taken in by the argument that it was going to give them a great foreign market for their apples. Instead of that, the cat turned and now Canadian apples are pouring into this country by the hundred carloads and have demoralized our market. In one day 33 carloads of Canadian apples reached Chicago.

Here is the amusing thing about these imports. The United States has loaned to Argentina about 110 million dollars to pay for her purchases in this country, and for other purposes. Now it happens that Argentina recently purchased 56,000 boxes of these imported Canadian apples with money loaned to her by our government. First we injure our apple growers by reducing the tariff on apples, then we loan Argentina money with which to buy these imported apples, and then to cap the climax our government buys several hundred carloads of apples for free distribution to the people on relief in an effort to reduce the surplus. Can such a nation win a war?

S. W. McClure

# Texas Association's 25th Convention

TEXAS sheep and goat raisers turned out 600 strong and were in good spirits for the convention at San Angelo celebrating the silver anniversary of their organization on December 13 and 14.

The Edwards Plateau and contiguous county has the densest sheep and goat population of any area of similar size in the world. The state now is reported as having 10,069,000 sheep and as having raised nearly five million lambs in 1940. The clip of 87 million pounds had all been marketed, including fall-shorn wool, and mainly through the state's 127 wool warehouses.

Weather conditions over almost the entire sheep and goat territory had been unusual, but on the good side through the fall months, and prospects for feed during the winter and lambing months were excellent. Apparently the rapid increase in the state's sheep industry has been checked although some ranch properties are still reducing their cattle and replacing them with sheep.

The Texas wool and mohair growers take a very keen interest in their association, and differences of opinion as to its officers and the conduct of affairs are freely voiced, though the conventions always close with full harmony.

It still is the rule and custom to elect a new president each year. For 1941, that honor and duty went to Price Maddox of Sweetwater in the northern part of the sheep country. Adolf Steiler of Fredericksburg declined the presidency, after having served last year as first vice president of the association.

Fred T. Earwood, Sonora, was chosen as the new first vice president and J. T. Davis, Sterling City, as second vice president. A. K. Mackey, who took over the secretary's office in June, was continued in that position.

The association's financial statement showed dues collected chiefly through warehouses' deducting ten cents per bag from growers' accounts, amounting to \$20,357, and a balance of \$7,404 on hand at the end of the year.



*Price Maddox, New President of Texas Sheep and Goat Raisers Association*

The convention voted to ask the warehouses to collect an additional five cents per bag in 1941 for wool promotion. If necessary, the association will make up its payments to that fund to correspond with the rate of collection in other states.

In his presidential address and report, Edwin S. Mayer devoted some time to the reciprocal trade agreement program and the Argentine Sanitary Convention. Recognizing the fine services of the late Senator Key Pittman in these matters, Mr. Mayer said:

A Democrat, he was not wholeheartedly behind the foreign trade program of the administration. He was markedly cool toward the reciprocal trade agreements. He also stood firmly between Secretary Hull and the Argentine Sanitary Convention. The Argentine "convention" was a treaty granting certain concessions to Argentina in regard to shipping livestock products to the United States. Stockmen long have fought to maintain the U. S. embargo on livestock and meats from any country which does not meet with certain sanitary regulations. Pittman was instrumental in pigeonholing the unpopular treaty.

Discussing the prospects of the wool industry, Mr. Mayer also said:

It might be well for us to pause and con-

sider our future course and see just where we fit into the picture puzzle now being put together. For a long time our program was quite fixed. We have always been firm believers in the theory of the protective tariff, in states rights, in freedom for business, in balanced federal budgets. The idea appealed to us that that nation is best governed which is least governed. We were rightists. We called ourselves conservatives. We were outstanding examples of that famous "rugged individualism" that has made America great. But a revolution has occurred. We now find ourselves old-fashioned. Those beliefs are apparently outgrown. We had hopes when their abandonment was partially accomplished some six or seven years ago, that it would be only temporary. Surely, we thought, it is the reaction against the accepted order of things set up by the extreme suffering and hardship caused by the depression. Certainly our people will recover when the shock is over. The principles of freedom, initiative, industry are too well founded in the American people to be cast off easily. But, no. We were wrong.

It now appears that we are scheduled for a permanent change. The nation has recently endorsed the new system and we are in for a continuation of it for another four years. I fear that by that time the old methods will have been forgotten and it will be most difficult, if not impossible, to re-establish the old order.

Perhaps it is not intended that the old order should be re-established. In our democratic way, the will of the majority is respected. The majority of our nation apparently approves the new order. They believe in reciprocal trade agreements, unbalanced budgets, the government in business, permanent relief, and many other new-fangled schemes which are anathema to us.

What I am leading up to is the suggestion that this country is going to change its way of life. This is not easy to do but we might just as well decide that it must be done. We cannot always "kick against the pricks." I am firmly convinced that we shall never again return to high tariffs, business and agriculture undominated by government regulation, low taxes, the so-called "rugged individualism" of the past. We will be a long time returning to balanced budgets and we must be alert or we may even lose the privilege of free speech, press, religion, assembly, and the balance of the Bill of Rights. The old order is gone.

The ranchman has always been able to adjust himself to the necessities of the moment. Therefore, I know he will do it now.

(Continued on page 47)



# Consumer Education on Lamb In Kansas City

By J. M. Jones

THE history of lamb promotion work dates back to 1919 following the first world war, when it was felt something should be done to increase the consumption of lamb. Through this 20-year period, and at various times, special emphasis has been placed on this work in lamb weeks and intensive selling campaigns.

These lamb weeks and campaigns have been of definite benefit to our problem, but in reviewing the per capita consumption figures on lamb and mutton for the past 20 years it now seems that our job is really harder than we expected. In other words, the consumer needs to know the value of lamb in the diet and what it really is.

The importance of educating people who do not use lamb, from the standpoint of the producer, may be brought out from the following figures: In the 10-year period, 1920 through 1929, the average annual slaughter and consumption of lambs and sheep in the United States was 15,837,000 and the average price received by growers at Chicago was \$14.03 per hundredweight. In the next 10-year period, 1930 through 1939, the average annual slaughter and consumption was 21,951,000, or 6,114,000 more than for the first 10-year period. The price received by growers was \$8.51 per hundred pounds, or a decrease of \$5.52. The numbers consumed increased 38.6 per cent, while the price paid to the grower decreased 39.3 per cent. The product has been consumed all right, but at a price below the cost of production in many cases.

Our problem then seems to be one of customer education so that lamb will be consumed in more homes. This was the object of the Kansas City Lamb Program.

After the gathering of much information and the opinions of men in the

meat business, Kansas City was decided upon to be used as a "guinea pig" for this program. In 1939 intensive surveys were carried on among packers, retailers, housewives, and home economics classes in the high schools in Kansas City. The results of these surveys were the foundation for the 1940

the meat as lamb—which proves that 30 per cent of the people in the survey like lamb and don't know it.

(9) People using lamb used more beef than those who never used lamb.

(10) Some of the main reasons given for not using lamb were: lack of knowledge of lamb cookery, prejudice (inherited or imaginary), odor, and flavor.



*Lamb Demonstrator at Work.*

program:

(1) 92 per cent of lamb sold by Kansas City packers was of top quality.

(2) Only 50 per cent of the retailers displayed lamb all the days of the week.

(3) Fewer than 50 per cent of the consumers with annual incomes of \$2,500 or less liked lamb.

(4) More than 85 per cent of the people served lamb less than once a week.

(5) 40 per cent did not know whether lamb was as easy to cook as other meats.

(6) 68 per cent either did not know or said lamb was higher in price than other meats.

(7) 83 per cent used legs and chops principally.

(8) Among the high school students only 58.2 per cent liked lamb before sampling and after eating it 86.4 per cent liked it; only 18.3 per cent were able to identify

The above results influenced the National Wool Growers Association to launch an experimental consumer education program on lamb in Kansas City, which started on July 9 with a round table discussion with seven packer representatives on what had been found to be the conditions as shown in the surveys, what was proposed to be done, and their reaction as to the methods to be employed. They were also asked for their cooperation, and it has been most generously given.

## *Selling the Salesmen*

The place to begin this educational work, it was decided, was with the packer salesmen, the work to proceed from there to the meat men of the re-



tail stores, and then to the consumers in the stores. Because consumers with an annual income of \$2,500 and less, in many cases, never, or hardly ever ate lamb, it seemed advisable to work principally with them.

The educational work with the meat retailers began on July 16. Nine evening meetings were held, either at a hotel or in the organization's regular meeting place, one group being taken at a time. The results of the surveys were explained along with some new ideas on merchandising of lamb, especially featuring the forequarter cuts of the carcass and the various practical ways of preparing these for the consumer. The pricing of cuts was brought into some of these meetings with the idea of aiding and encouraging the purchase of whole carcasses of lamb by the retailer, by showing that lamb is a profitable meat to handle. This was followed by a demonstration of how the consumer education would be conducted in the stores, which is described with some detail later on. Hot lamb was served at each meeting, just as it was to be served to the customers.

Three national chain store groups, three independent groups, a packer salesmen group, and a wholesale jobber and restaurant group were given meetings of this type. The three independent groups were accustomed to having dinner at their meetings so to these were served hot lamb sandwiches. Of one group of 300, seventy-five had never tasted lamb, and there were none who disliked the meat served to them, so it was quite apparent that the education of the retail meat men on lamb as well as consumers must be a very important part of the program, and it was very interesting to note the reactions and desires of the heads of the organizations in aiding this work.

The table shows the reaction of the various retail groups toward lamb as shown at the group meetings.

From the table it is noted 12.2 per cent of the retail meat men had either never tasted lamb or disliked it, but after eating the lamb served them less than 1 per cent did not like it. Stated in a different way, one man out of every 8 was never conscious of lamb, but

### Retailer Reaction to Lamb

	Total Contacts	Had Never Tasted Lamb	Thought They Disliked It	Liked It	Disliked Meat Served
Group No. 1	45	3	2	40	2
Group No. 2	85	1	3	81	3
Group No. 3	115	3	2	110	2
Group No. 4	300	75	0	225	0
Group No. 5	10	0	0	10	0
Group No. 6	30	0	1	29	1
Group No. 7	150	0	0	150	0
Group No. 8	150	10	8	132	0
Group No. 9	140*	0	0	0	—
TOTALS	885	92	16	777	8
Per Cent	100.00	10.39	1.81	87.80	0.94

\*A followup group and not served lamb, so not added into totals.

after sampling lamb properly cooked only one out of 100 really disliked it. This shows that the commonly accepted idea, that many persons do not like lamb, is due either to improper cooking or just an "inherited dislike."

These meetings undoubtedly convinced the meat man that lamb is fine food, is a good merchandising item, and that Kansas City is a big potential market—a big step in lamb promotion, because a man cannot sell what he does not like or is not sold upon himself.

### Store Demonstrations

The consumer education work in the stores began July 17 and continued through October 23. The survey showed that people, as a whole, in Kansas City think they do not like lamb, that it is a luxury meat, and that it is a seasonal product. To combat these objections the program had three main objectives: (1) Build up the demand for the less demanded (therefore less expensive) forequarter cuts of lamb, (2) break down prejudice of whatever type it may be—inherited or imaginary—and wherever it exists, (3) make lamb a food product for every-day use.

Two days were spent in each store, with three exceptions where only one day was spent. Because of the particular nature of the program, stores in which large numbers of people made the purchases were used for the demonstrations. The weekly traffic (individuals entering the store) for all of the

60 stores in which demonstrations were carried, was 183,750. This gives an idea of the number of people entering these stores in a week's time. The working days for the demonstrations were Tuesday and Wednesday, and Friday and Saturday. By far the greatest number of people were contacted on the week ends, but in many instances it was felt, when possible to spend more time with each customer, a more permanent educational work was done.

Two card tables were covered over the top with white muslin and the sides draped with heavy green material to cover cases and wires from the electric roasters. In the accompanying picture you will see a unit in actual operation. You will notice the location of the demonstration table, very near the fresh meats counter. One of our demonstrators, dressed in a white uniform, is giving a customer a piece of hot rolled shoulder of lamb by means of a tooth pick. She doesn't tell her what kind of meat it is but asks if she would care to taste some hot roast, because it was definitely learned that many people had a prejudice against lamb, and also for this reason, you will notice that no display posters are in the foreground.

On the table are two electric roasters, one in which a rolled should of lamb is being cooked and in the other a rolled shoulder is being kept hot for serving. All of the lamb is served hot or cold, never lukewarm. In front of the roasters are two attractive platters of

inexpensive lamb meals. The one at the left is the shank, we call it the "lamb drumstick," garnished with the vegetables to be used in the meal. The platter at the right displays the riblets (breast of lamb), which might be taken for spareribs or shortribs of beef. They are made into a stew with onions, carrots, and green beans. Our home economist calls this a "stew with personality." The costs of these two meals to serve five people were figured, using the cost of merchandise in the store in which the work was being done. The cost of the meal with the shank ranged from 53 to 63 cents and for the riblets from 39 to 43 cents. Now, we ask, is lamb expensive?

In this demonstration work we did not feel that we had accomplished very much just to give the customer a sample of the meat and a recipe folder. We wanted to talk to them, tell them the meat story, and particularly how to cook lamb. For example, if you were one of the persons in this picture and had tasted this sample of lamb and had remarked, "My, that meat has a fine texture and flavor, what is it?" You would immediately hear something like this: "Yes, and lamb is so easy to cook. This is a rolled shoulder of lamb and all that you have to do is put it in your cooker or oven with no cover, no water, no searing, and a low temperature of 300°. Then just leave it and in 2½ or 3 hours when you come back your roast will be just like the one I have here." From this point you could find out anything you wanted to know about cooking lamb, whether a certain cut of lamb should be cooked by dry or moist heat, whether the "fell" should be removed from a certain cut, why the "fell" should never be removed from a leg of lamb before roasting, what aging does to a piece of meat, or any other question that might come to your mind.

So you see, our program is one of educating Mrs. Housewife on the things that she should know for the good of her family. This is not the ordinary type of demonstration work of trying to force something "down their throat."

The following chart shows some of the results of the program:

### Consumer Reaction to Lamb

Store Group	Number of Stores	Number of Contacts	BEFORE SAMPLING LAMB				AFTER SAMPLING	
			Number Never Tasted Lamb	Number Thought Disliked Lamb	Number Liked Lamb	Per Cent Thought Disliked or Never Tasted	Number Disliked Lamb Served	Per Cent Disliked Lamb Served
A	22	8,136	197	2,233	5,706	29.88	369	4.54
B	16	7,458	293	1,943	5,222	29.98	327	4.38
C	12	4,079	397	659	3,023	25.88	202	4.95
D	6	1,471	113	579	779	47.04	45	3.06
E	4	421	112	145	164	61.04	50	11.87
TOTAL	60	21,565	1,112	5,559	14,894	30.94	993	4.60

An example from the above chart shows that in twenty-two stores of Group A 8,136 persons tasted lamb, 197 had never eaten it previously, 2,233 said that they were sure they did not like it, or 29.88 per cent never considered buy lamb. After eating the lamb served, only 369 persons (out of 8,136) did not like it—or only 4.54 per cent of these people still would not consider buying it.

Of the total 21,565 persons who tasted lamb in the 60 stores, 6,671 or 31 per cent were not lamb buyers. After sampling the lamb served to them, however, only 4.6 per cent did not like it (as served) or 95.4 per cent of the people like lamb. When 95 per cent of the people like a product after they know what it is, that product is well accepted. Apparently, then, our problem is to educate the people on lamb, for of the total group contacted 5,578 people changed their minds about lamb after eating a properly cooked piece of it.

Forty-three per cent of the demon-

stration work was done among people with average annual incomes of \$1,500 or less, 49.5 per cent with people of annual incomes of \$2,500 to \$1,500, and 7.5 per cent with incomes of \$7,500 to \$3,000. The reason for this was that people in the lower income brackets used less lamb than those of the higher incomes.

The chart shown below gives an idea as to what happened to lamb sales in the stores in which the educational work was carried.

With the exception of groups D and E, of which there were a small number, more lamb was sold in the two days of demonstration than was normally sold in a week; total normal sales being 5,523 pounds per week while total pounds sold during demonstration days (two days in each store) amounted to 5,924.

On a daily average basis, the number of times the amount of lamb sold on demonstration days exceeded that of average daily sales, ranged from 6.0

(Continued on page 39)

### Increase in Lamb Sales

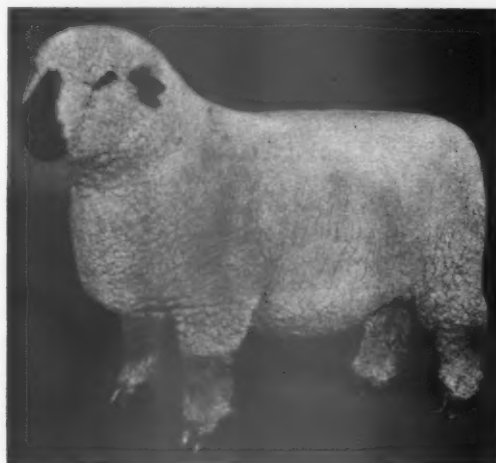
Store Group	Number of Stores	USUAL LAMB SALES			DEMONSTRATION DAYS LAMB SALES		
		Total All Stores Weekly (Pounds)	Average Per Store Weekly Pounds	Average Per Store Daily Pounds	Total All Stores 2 Days (Pounds)	Weekly Pounds	Daily Pounds
A	22	1,371	62	10	1,970	270	45
B	16	1,732	108	18	2,138	402	67
C	12	440	37	6	950	240	40
D	6	1,825	304	51	760	398	63
E	4	155	39	6	106	69	13
TOTALS	60	5,523	550	91	5,924	1,379	228



Grand Champion carload of fat lambs (Southdowns) at the 1940 Ogden Livestock Show, bred and exhibited by Howard Vaughn, Dixon, California.



Champion Corriedale ewe at the 1940 International, a yearling consigned by the University of Wyoming.



Champion Hampshire Ram at the 1940 International, a yearling consigned by Mt. Haggin Land and Live Stock Company, Anaconda, Mont.



Champion Corriedale ram at the 1940 International, a yearling consigned by M. Moncreiffe, Big Horn, Wyoming.



Champion Rambouillet ewe at the 1940 International, a yearling consigned by King Bros. Company, Laramie, Wyoming.





Champion Rambouillet ram at the 1940 International, a yearling consigned by King Bros. Company of Laramie, Wyoming.



Champion Hampshire ewe at the 1940 International, a yearling consigned by Mt. Haggin Land and Live Stock Company, Anaconda, Mont.



J. S. Stressinger (left), superintendent of the Wool Show, and George S. Eccles, president of the Ogden Livestock Show, examining fleeces at the 22nd annual show at Ogden, Utah.



Champion pen of three fat lambs (Southdowns) at the 1940 Ogden Livestock Show, bred and exhibited by Straloch Farms, Davis, California. Alister ("Nick") Nicolson, shepherd at Straloch Farms and well-known breeder and trainer of sheep dogs, is shown with the lambs.



Champion Suffolk ram at the 1940 International, an aged ram consigned by Hob and Nob Farm, Frankestown, New Hampshire.



Champion Suffolk ewe at the 1940 International, a yearling consigned by Hob and Nob Farm, Frankestown, New Hampshire.

# The Labeling Law and Quality in Goods

By F. Eugene Ackerman

THE final step in the enforcement of the new Wool Products Labeling Act will be taken by the Federal Trade Commission during the month of January, or possibly early in February, when it calls a meeting to adopt fair trade practices for the wool textile industry, based on the new law.

At that time the obligations of textile manufacturers, garment and other converters, and wholesale and retail merchants under the law, will be fully clarified. Many questions which are now perplexing manufacturers and retail merchants will be answered. None of these questions presents any insurmountable problems. They represent the ordinary confusion and uncertainty which accompanies the interpretation of the provisions of a law which is to be administered, and in a large measure, interpreted by a federal regulatory body.

Outstanding wool textile manufacturers are advertising in the trade press that their products conform to the provision of the new law defining "wool" as hitherto unused wool. Whatever arguments are advanced as to difficulties of determining the presence of reprocessed or reused wool by laboratory processes, it is apparent that leading and representative wool textile manufacturers including Juillard and Company, Arlington Mills, Botany Worsted Mills, Forstmann, Worumbo and others, have been quick to see the advantages which this law provides as a basis for establishing fixed standards which differentiate between hitherto unused wool and wool reclaimed from previously manufactured products.

Trade associations representing garment, blanket, knit wear and other industries converting wool textiles and yarns into products are arranging to label their output in conformance with the new act. One very important and large manufacturer of men's clothes has just announced that beginning immediately the fiber content of all ma-

terials will be carried on the size and stock label sewed on to all coats, vests, and trousers.

At the instigation of retail merchants, a number of clothing manufacturers have announced that they intend to apply to the Commission to permit them to file with that body a code number that they will use as a signature to the labels carrying fiber content information. This permission will be requested because retail merchants, in many instances, do not care to reveal the source of the materials used in apparel and other products. They prefer to let their own firm names stand as the guarantees of the integrity of the goods sold. It is a moot question as to whether the Commission has the authority, under the act, to grant this request.

## Labeling Act Is Timely

Discussing the present strong market for wool and the resultant slight increase in men's apparel for the fall season, Marshall N. Jacobson, a well-known commentator for the Daily News-Record, declares that, in certain price ranges, "manipulation" of fabrics will be widespread this fall. The leading question today he says is: "What are the big fellows going to do—maintain quality and raise the price or maintain price and lower quality?" He concludes that both policies will be followed, and adds this commentary on the basis of price levels in the clothing industry:

Some producers will find that their customers in the popular price field prefer price maintenance, plus manipulations, to hold prices down, because of the bugaboo of chain store competition \* \* \*.

This attitude does not consider the service which these fabrics of lower quality give the wearer, or whether the customer, properly approached and given a rational explanation, would not willingly pay the additional \$1 to \$1.50 which increased raw material and labor costs require. It does not take into

consideration either that clothing prices are at depression price levels, while employment and wage levels are approaching record boom levels.

Mr. Jacobson's analysis of the situation requires further quotation. He gives a dispassionate definition of what "manipulation," that cherished trade term, means in point of result to the wool grower as the supplier of the raw material, and to the consumer as the ultimate wearer. He adds certain pertinent observations as to the restraining influence which the new labeling law will exert in curbing the "manipulation" of fabrics for the purpose of retaining fixed price ranges at the expense of service and quality in fabric. Under the title "Label vs. Manipulation," Mr. Jacobson says:

The word "manipulation" is a convenient trade term to explain the lowering of fabric or tailoring standards to hold down prices during an uptrend period, such as has been in progress lately . . . Some manufacturers have touched "bottom" with respect to how low they can go in quality manipulations without completely alienating their customers . . . Others may still be able to take out a little in fabric weight or quality of content, or in tailoring operations to curb the price rise . . . Manipulations are an old make-shift to avert the loss of customers who balk at any advance, but the wool labeling law now raises a new problem for the first time, the question of how far manipulations can go without offending consumers who can "read it on the sleeve" under the law . . . That applies to the increasing use of pure wool substitutes, for the public will be unable to discover a slight lowering of fabric weight or wool quality in lower priced clothing unless it has the "feel," which even few in the trade enjoy.

The foregoing excerpt is important in context and implication. As Mr. Jacobson states, manipulation is an "old make-shift" to dodge economic facts of normal price changes by reducing quality in order to maintain artificially established fixed price ranges. In other words, the fixed price range is used as a promotional weapon to persuade cus-

(Continued on page 40)

# The Wool Fund: \$13,364.82

## RECEIPTS TO JANUARY 1, 1941

### BY STATES:

Arizona	\$ 31.95
California	257.80
Colorado	1,037.90
Idaho	1,512.05
Kansas	8.25
Montana	2,857.95
Minnesota	.65
Nebraska	37.05
Nevada	329.46
New Mexico	313.12
Oregon	544.47
North Dakota	48.50
South Dakota	524.50
Texas	1,050.77
Utah	1,226.25
Washington	105.00
Wyoming	2,494.30
Not Allocated	353.70
Growers Share of Balance	
Associated Wool Industries	631.15

\$13,364.82

### BY DEALERS:

Adams and Leland	\$ 438.45
Angell, Bronsdon & DuPont	55.75
Bert Lyon & Co.	8.25
Clinton C. Brown	3.40
Colonial Wool Co.	898.00
Dewey, Gould & Co.	368.40
Draper & Co.	1,617.85
Eisemann, Inc.	23.85
Emery & Conant Co., Inc.	168.41
Fallon & Tilton	41.05
Forte, Dupee, Sawyer Co.	458.30
Roger Griffin Co.	143.95
Hallowell, Jones & Donald	1,220.65
H. I. Haber Wool Co.	110.20
Harris Wool & Fur Co.	146.95
A. W. Hilliard & Son	41.75
Hills, Oglesby & Devine	237.00
R. H. Lindsay Co.	23.90
A. MacArthur Co.	46.70
Merrion & Wilkins	1,762.25
Walter A. Marston	15.57
Munro, Kincaid, Edgehill	1,764.39
Northwest Livestock Pro- duction Credit Assn.	173.25
Pacific Wool Growers	372.00
Roswell Wool & Mohair Co.	19.60
S. Silberman & Sons	755.30
Sheldon & Co.	11.30
Swift & Co.	16.50
Texas Warehouses (through C. B. Wardlaw)	728.36
Chas. J. Webb Sons Co., Inc.	220.90
Winslow & Co.	126.10
Wool Growers Warehouse & Marketing Co.	3.00
Wright Bros.	67.75

### BY STATE ASSOCIATIONS:

California	\$ 15.00
Idaho	10.50
New Mexico	6.03
Oregon	5.01
Texas	264.45
Washington	8.25
Wyoming	153.80
By Individuals	181.55
Growers Share of Balance	
Associated Wool Industries	631.15

\$13,364.82

## Contributors During December

### ARIZONA

M. A. Candelaria	Gottlieb & Candelaria
R. B. Candelaria	J. Harold Mitchell
Ray D. Eaplin	

### CALIFORNIA

P. H. Anderson	J. S. Howard
R. Bettega	Gus Hoffman
F. Beebe	A. A. Hesser
J. H. Biaggi	J. D. Jensen
Fred Bishop	C. Kendall
Lucile E. Belisle	E. M. Kamph
A. P. Brown	J. Luoma
C. A. Crispin	J. E. Moungovon
A. G. Comegys	A. A. McDonell
Chet Caughey	L. McMaster
J. Conway	John Narbaitz
D. J. Doig	Oscar Olsen
A. Deltorchio	W. P. Rickard
J. Dearing	Marie Schlachter
M. I. Evans	J. Stornetta
Fashauer	W. F. Smith
Fashauer Bros.	Thompson & Smith
Chas. Galletti	Clyde Ward
Dr. A. C. Huntley	G. Westbrook

### COLORADO

Paul Abila	Frank Meaker
E. C. Benson	Angelo Poulas
L. H. Buffham	Rogers & Wayt
A. A. Curtis	Robert C. Rienau
Donaciano Cordova	George Rienau
John Charcholis	Fares Romero
Easterly & Forsyth	Mary Scott
Antonio Gigiklakis	Ray Showalter
Gyurman Bros	Juan E. Salazar
Francis D. Garcia	Clovis Salazar
Albert Grange	Frank Soldano
R. K. Holandras	George Sandris
Fred Hart	J. Savornin
Pete Juango	Louis Terlamis
J. F. Livingston	Alex Urie
J. B. Legg	C. M. Vaughn
Marguerite S. Miller	Marcos T. Vigil
A. L. Miller	John Watkins
C. E. Maudslay &	Royal E. Williams
E. B. Wheeler	John Wilson
R. F. Major, Jr.	Haler Witbeck

### IDAHO

Santiago Alastra	Mesa Sheep Co.
Frank Beattie	Ray McKistner
Burke Sheep Co.	Painter & Bailey
Jerry Becker	C. J. Rogers
Robert Blastock	Leandro Ruiz
Vincent Bermosola	Rankin Rutherford
Henry Christensen	Lee Shaver
L. M. Camp	L. A. Sermon
Geo. Clark	Kester I. Soule
W. C. Cannon	Wales Spencer
G. F. DeKeetz	Ray I. Shearer
Salvador Etcheverry	Segundo Totorica
Robt. F. Gullery	Jos. W. Ward
E. G. Green	Jess N. Ward
Chas. E. Hess	Edward H. Williams
Fred Hoelzle	E. W. Williams
E. C. Johnston	Edwin Wills & Sons
Joe Kollmeyer	Weiser Sheep Co.
James D. Little	Worley Bros
J. E. Lau Sheep Co.	Harry J. Wieblhaus
Balbina Mendiola	

### MONTANA

Mrs. Emma Anderson	Roy Lee
James Byrne	Wm. Levie
Delmas Baird	J. C. Lloyd
Neizelina Broesder	J. B. McLean
P. K. Bundy	A. McLennan
Baptiste Bidonde	Isidore Mocho
D. Colgan	Phillips & King
Herman Christiansen	E. S. Partridge
Iren DeStaffany	M. D. Rifle
Albert Eliason	W. Rashkow
Chester C. Ellicott	Joe Rychnosky
Carl R. Fulk	Jake Sipma
C. S. Forbes	Schnitzer Corporation
Louis Fortin	O. E. Spear
C. C. Gauge	Clifford Saterlie
John Harvey	A. R. Smith
L. R. Jordan & Son	Sam Schatz
King Wool Co.	Sidney Smith
Minnie L. King	W. E. Wood
Theo. W. Knuth	Knute Wahl
W. J. Killen	W. Woodson
Charles Kiesser	

### NEW MEXICO

J. P. Caudill	Chas. F. Waller
E. P. Caudill	W. F. Waller
R. S. Smith	

### NEVADA

John Blaustequi & Bk	Juan Jaca
Amer A. C. Corp of	John Mentaberry &
Calif.	Nevada P. C. A.
Theodore Belzarena	Emery C. Smith
Fred Fulstone, Inc.	Alfonso Sario
Gabica Bros	

### NORTH DAKOTA

Donald Cook	J. W. Krieger
Glen Erickson	James Massas
John Hendrickson	

### OREGON

Mrs. C. H. Bailey	Doris Knight
D. Bravo	Frank Kueny
H. A. Cohn	Gene Mazaris
John J. Colton	Martin Bros.
W. A. Dahl	Pete Obiagus
Bill Doyle	Fred A. Phillips
O. T. Ferguson & Son	Wayne A. Phillips
Geo. Fromm	R. C. Russell
R. Fromm	Sea View Ranch
Gaulke Sheep Co	N. R. Smith
R. Hildebrand	W. Sypher
Oran Hutton	Steve Spoerl
Jos. M. Hayes &	R. H. Williams
Pendleton P. C. A.	R. Waterman
H. & E. Isenhardt	

### SOUTH DAKOTA

Thos. B. Anderson	Merrill L. Matter
John Booth	S. N. Parrott
I. Froistad	Albert Steen
Earl Henderson	William Stinch
W. L. Hammond	Oswald Swanson
Nels Jeppson	Harvey Talley
A. J. Marks	Frank Veit

### TEXAS

Bandera County Ranch- men & Farmers Association	Warehouse
Del Rio Wool & Mohair Co.	Marsh Lea
Drake Sheep Co.	Ozona Wool & Mohair Co.
J. M. Lea Wool	Henry Stallings & Co.
	Adolph Stieler, Jr.
	S. S. Thomas
	White-Baker & Co.

### UTAH

Luvina Aagard	Frank Lambeth
Leslie Anderson	Peter Leigh
John E. Aagard	Elmer Lind
John J. Bates	Lee Brothers
D. C. Bullock	Leigh Bros.
John Bayles	Wm. A. & Douglas Miles
Bear Bros.	Roy & Parley Mortensen
J. Gordon Blake	James L. Maxwell
Merlin Brinkerhoff	Roy Mackleprang
N. C. Benson	Milo C. Mortensen
John C. Boeshardt	Manti Livestock Co.
Conrad Bauer	John C. Miller
Ashley Bennion	S. F. Mortensen
John Bennion	Niels Mortensen
A. Banks	D. B. Mecham
Archie Beckstrom	G. N. Nelson
James Beckstrom	L. Edward Nielsen
Thayne Bingham	James Nielsen
Mike Bozolakis	Romulo Ortego
Frank Beckstrom	T. J. Oldroyd & Son
John E. Berg Estate	Okelberry Bros
Al Crouch	Roy Okelberry



Roy Christensen  
 Fred J. Cobabe  
 Henry & Fred G. Carroll  
 H. Bar Carlisle  
 Cook & Powell  
 A. G. Caldwell  
 George C. Cowan  
 Theo. D. Carlson  
 Bertrand Dalley  
 John DeLapp  
 Dwain Decker  
 Ford DeJournette  
 George C. Davis  
 Reuben J. Davis  
 Lawrence Esplin  
 Chas. H. Esplin  
 Leonard Evans  
 Roland S. Esplin  
 Robert E. Ellis  
 Ferron & Baum  
 Goodrich Bros.  
 Goodrich Bros.  
 Jess Guyman  
 Hatch Bros. Co.  
 Junius Heaton  
 John D. Hanson  
 Persis E. Heaton & Sons  
 J. Usher Henrie  
 Timothy Hoyt  
 Guy C. Haganir  
 Paul S. Hanson  
 Frank Huber  
 Abe Hatch  
 N. W. Hansen  
 Bernard Iriart  
 Joseph Jensen  
 Verdin R. Johnson  
 G. E. Jordan  
 Geo. F. Johnson  
 Newell A. Johnson  
 J. W. Jordan  
 Loren Karren  
 Clarence Killian

Peterson Bros  
 Golden Porter  
 Francis A. Probst  
 J. Reed Prince  
 Leslie Pace  
 John D. Pappas  
 Jesse Rock  
 Frank Rock  
 Jared Richens  
 H. C. Richens  
 H. B. Robinson  
 Thora Robertson  
 Lee H. Stoddard  
 Andy Spencer  
 Spencer Bros.  
 George W. Spencer  
 Lester Spencer  
 Keith Smith  
 George Stevens  
 George Swan  
 G. A. Steadman  
 E. W. Staples  
 Claud Sutton  
 C. E. Steadman  
 L. R. & W. H. Steadman  
 B. H. Stringham  
 Stringham Bros.  
 James Smith  
 A. R. Thorley  
 Lloyd Taylor  
 D. W. Thompson  
 W. C. Tebbs  
 Stanley D. Tebbs  
 Burns Tebbs  
 George Telonis  
 Wayne County Wool Pool  
 Dr. H. A. Wimberley  
 Harold Warren  
 Grant C. Williams  
 D. C. Williams  
 Leah W. Wood  
 Wm. E. Young

## Winners in the 1940 Shearing Contest



Mr. B. A. Graham of the Chicago Flexible Shaft Company, makers of the Stewart shearing machines used in the annual sheep shearing contests at the International, congratulates Lee Hester, winner of the International Farm Flock title this year. The group (left to right) includes: J. R. Henderson, Hickory, Pennsylvania, who took second place; Pete Edwards, Hillsdale, Oklahoma, third; Lee Hester, Arlington, Nebraska, first; V. G. Shackelford, Jasper, Minnesota, fourth; Nathan Sheares, Ridgeway, Ohio, fifth; and John Van de Noord, Pells, Iowa, sixth.

This year, in addition to the farm-flock contest, there was a contest open to all shearers, and winners in that event were William Whisler, Aurora, Illinois, first; Roland Burkhardt, Pandora, Ohio, second; and George Olien, Stone Park, Illinois, third.

### WASHINGTON

R. A. Jackson

### WYOMING

Claude E. Adams  
 U. S. Archibald  
 Mrs. E. W. Adams  
 Armento Sheep Co.  
 W. L. Ayers  
 Wm. Atkinson  
 Bridger Valley Lamb & Wool Pool  
 Martin Baskett  
 Bovel Bros.  
 A. E. Barrett  
 Sam Baker  
 Bennett & Williams  
 Ed Beebe  
 Charles Buxton  
 Margaret Beck  
 (Mrs. Edgar)  
 Cokeville Land & Livestock Co.  
 Chase Brothers  
 Thomas Cooper & Son  
 Fred W. Cottman  
 Santiago Curutchet  
 Jean L. Curutchet  
 Jenn Curutchet  
 Herman Christensen  
 Kenneth Christensen  
 John A. Craig  
 J. E. Dereemer  
 J. H. Doores  
 W. M. Dooley  
 L. P. Durand  
 Evans & Haggerty  
 Figure Eight Sheep Co.  
 Flag Ranch  
 Falxa & Irigaray  
 W. H. Gottsche Estate  
 Chas. F. Guild  
 L. U. Grieve  
 Lowell Green  
 John Gilbert  
 Harold Heward  
 Arthur T. Hedgecock  
 Ralph Hall  
 George S. Hesse  
 Otto Herman & O. J. Lloyd  
 Harding & Kirkbride  
 Harriet & Marton  
 Heald Bros.

George A. Hoyt  
 Harry H. Huson  
 John Iberlin  
 Jos. A. Johnson  
 Jos. Johnson  
 Harry H. Julian  
 John E. Julian  
 Wm. Kyne  
 Kenneth Kerr  
 Alma Layland  
 Lindsey & Lindsey  
 Pete Larramendy  
 Lander Creek  
 L. & L. S. Co.  
 Al Larson  
 Malm Bros.  
 Mark Meer  
 Abe L. Mitchell  
 Midland & Dunton S. Co.  
 George A. Myers  
 William F. Mann  
 Angel Madariaga  
 Magagna Bros.  
 National Livestock Co.  
 Nimmo Livestock Co.  
 Frank Otheguy  
 Olsen Sheep Co.  
 Mike Popernak  
 Z. W. Potter  
 Slaughter Patzold  
 Joe Parsons  
 J. W. P. ips  
 Mrs. P. . Quealy  
 Quer' and &  
 Livestock Co.  
 J. A. Rivera  
 Donald & Curtis Sampson  
 Swan Company  
 Swan Swanson  
 D. F. Skiles  
 Frederick Simmons  
 Edward Stewart  
 J. W. Slade  
 O. L. Tyler  
 Pete Urizaga  
 Wingfoot Sheep Co.  
 E. D. Worden  
 Emory R. Webb  
 Winingar Bros.

## National Grange Meeting

THE 74th annual session of the National Grange of Patrons of Husbandry was held at Peoria, Illinois, through eight days commencing November 13.

Louis J. Taber, Columbus, Ohio, was continued in office as Master. Official delegates were present from 37 states. One hundred twenty-one resolutions were introduced, and 40 adopted.

One of the reports adopted said: "We do not believe that parity or

equality for agriculture can be secured through any single remedy, economic expedient or experimental device." The report favored a sound and progressive conservation and land use policy, incentive payments for the purpose of introducing and adopting new farm crops, and the guarantee of the American market to the American farmer.

Congress was asked to terminate all reciprocal trade agreements now in force or pending. Strong opposition was expressed to the transfer of the Forest Service from the Department of Agriculture.

# The Wool Market

By C. J. Fawcett

THE month of December has furnished little about which to write as far as the domestic wool market is concerned.

Very little domestic wool has moved, first, because there is very little good, fine wool available, and second, because foreign wool from both Australia and South America is arriving in volume. The boat "Seawitch" arrived at Boston the week before Christmas carrying some thirty odd thousand bales of Australian wool, or in excess of 9,000,000 pounds. This wool, for the most part, goes directly to the manufacturers, having been bought fairly early in the season at British upset prices. Some of those who received Australian new wools report that they are far from up to the standard of the previous clip.

South America affords competition that is now affecting, and will in the future affect, our domestic market adversely. As mentioned in our former letters, the usual outlets for South American wool are not available because of the English blockade of the seas. Therefore, about the only market available for such wool is the United States, and about 50 per cent of the South American clip of 500,000,000 pounds has now been purchased for shipment to this country. Late reports indicate, however, that England has found herself short of the medium grades and has purchased approximately 9,000,000 pounds in the western section of South America.

While we are on the subject of South American wool, it is well to ponder over the importance of maintaining an adequate tariff on agricultural products. The wool growers submitted in 1930 to lowering the duties on wools of the lower counts, the advisability of which is questionable indeed. Any further downward revision in duties on wool from South America would vitally affect the value of the domestic clip. It is very evident that the cost of production in this country is going to increase, which makes more

necessary than ever an adequate duty based on the difference in production costs between domestic and foreign wool.

The contract between Great Britain and the United States which provides for the importation into this country of 250,000,000 pounds of Australian wool has recently been signed. It is understood that shipments to this country from Australia will begin about January 1, and much to our surprise there appear to be shipping facilities available for this purpose. Care will be exercised by the English government that shipments of this reserve supply will be made in such a manner as to permit usual shipments for civilian purposes through normal trade channels.

The provisions in the agreement between the two countries printed elsewhere in this issue seem rather vague and inadequate so far as protection to our domestic wool values is concerned. Notwithstanding the present rate of consumption of around 70,000,000 pounds grease wool equivalent per month, which is about the record peak, the presence of 250,000,000 pounds of foreign wool stored in this country will unquestionably exert a detrimental influence upon the domestic wool market unless there are adequate safeguards surrounding the disposition of this vast volume of wool. The contract between the two countries does not seem to provide such protection to the domestic market. It is entirely possible, however, and we must rely on the probability, that those in authority will protect our domestic market. It is not clear at this time, however, just what commission or government agency will have the authority concerning the disposition of this wool. Perhaps never before has the welfare of the domestic wool growers been so closely geared to foreign markets, and it would be well to have these factors carefully explained and studied at the conventions this winter.

In the meantime our mills are very busy, principally upon government or-

ders. The majority are working three shifts and the present rate of consumption is the highest of any month since 1937. Upon December 10, bids were solicited by the Quartermaster General's office for the bulk of the woolen clothing military requirements for the remainder of the fiscal government year ending June 30, 1941. Permission was granted manufacturers to bid as follows: (a) all domestic; (b) all foreign; (c) a stated percentage of domestic and foreign. The delivery dates of these contracts were extended to August 1, 1941, for the express purpose of permitting in these contracts the use of domestic wool of the 1941 clip. The benefit of this provision to our domestic growers, however, was largely destroyed by the bids under classification "A" based upon the use of foreign wool. The awards on 3,000,000 yards of 18-ounce dark serge were all made to bidders using 100 per cent foreign wool. Practically all of the 2,100,000 yards of 10½-ounce shirtings was also awarded to users of foreign wool, notwithstanding 50 per cent, due to the extended delivery date, could have been made from the 1941 clip.

There is no doubt that the Secretary of War and the Secretary of Navy have a right to use foreign wool if the interests of all concerned make it necessary, and it is very certain that there is insufficient domestic fine wool available at this time to make the required yardage. We have contended vigorously that a differential should be recognized in placing government contracts favoring the use of domestic products and that this differential should be stated so that manufacturers would know how to place their bids. Nevertheless, those in authority in Washington insist that they must consider each bid on its individual merits based on the supply and demand of the commodity involved and the best interests of the government. As the defense program develops it will be more and more important that growers have representation and a voice in such matters. The general price

**Domestic Wool Quotations — Week Ending Friday, January 3, 1941**  
GRADED TERRITORY WOOLS

	Scoured Basis Boston Prices	Grease Equivalents Based Upon Arbitrary Shrinkage Percentages (1)					
		Shrink and Grease Equivalent		Shrink and Grease Equivalent		Shrink and Grease Equivalent	
Fine Combing (Staple).....	\$1.07-1.10	(63%)	\$.40- .41	(65%)	\$.37- .39	(68%)	\$.34- .35
Fine French Combing.....	1.02-1.05	(64%)	.37- .38	(66%)	.35- .36	(69%)	.32- .33
Fine Clothing.....	.95- .98	(65%)	.33- .34	(68%)	.30- .31	(71%)	.28- .29
1/2 Blood Combing (Staple).....	1.02-1.04	(58%)	.42- .44	(60%)	.40- .42	(64%)	.36- .37
1/2 Blood French Combing.....	.97-1.00	(59%)	.40- .41	(61%)	.38- .39	(65%)	.34- .35
1/2 Blood Clothing.....	.90- .93	(60%)	.36- .37	(62%)	.34- .35	(66%)	.31- .32
3/8 Blood Combing.....	.85- .88	(53%)	.40- .41	(55%)	.38- .40	(58%)	.36- .37
3/8 Blood Clothing.....	.80- .83	(54%)	.37- .38	(56%)	.35- .37	(59%)	.33- .34
1/4 Blood Combing.....	.80- .83	(50%)	.40- .42	(52%)	.38- .40	(55%)	.36- .37
Low 1/4 Blood.....	.78- .81	(45%)	.43- .45	(47%)	.41- .43	(50%)	.39- .41
Common and Braid.....	.75- .77	(44%)	.42- .43	(46%)	.41- .42	(49%)	.38- .39

(1) In order to present scoured basis prices on terms of greasy wools, scoured basis market prices have been converted to grease basis equivalents. Conversions have been made for various shrinkages representative of light, average, and heavy shrinking wools for the different length groups quoted.

outlook is favorable indeed if it is allowed to pursue its normal course. Best authorities believe it will be August or September, 1941, before the full effects of the defense program expenditures will be felt.

The Christmas trade this year no doubt was stimulated by the greater employment and higher wages resulting from the defense program, which is only begun. Wool is not high and should not be considered so at present levels, and unless wool values are allowed to participate in a normal price advance in proportion to the increased cost of production, the industry will be no better off than at the beginning.

Most of the cheap wool from South America has been bought up, and it is this wool, principally the medium grade, that has just about killed our domestic market for quarter and three-eighths. The upset price on the Australian clip is about 95 cents clean, while we are still quoting fine wool, although in a limited supply, at \$1.10. The three-eighths grade is neglected. We are quoting this grade, of which there is an abundance, at 90 cents clean, while South American wool of the same grade can be brought into this country, duty paid, at about 5 to 7 cents per clean pound less.

Manufacturers, for the most part, are not now particularly interested in development of civilian business, which has lagged all during the summer and fall months. It has been almost a year

since we have had normal civilian business. We fully expect that in February and March a heavy weight of fall business will be placed, and unless the market situation is disturbed by foreign competition, strong prices should prevail, for the fiber is being consumed at a terrific rate. We list above quoted values, which are more or less nominal because of insufficient trading.

### 11th Annual Meeting of National Wool Marketing Corporation

THE stockholders and directors of the National Wool Marketing Corporation met in Chicago in December at their 11th annual meeting in that city. Many of the 23 member-associations had several representatives at the meeting, and the group of men present represented more than 50,000 individual wool growers in the United States.

President James H. Lemmon of South Dakota struck the keynote of the entire meeting in his opening remarks with the statement that in spite of the catastrophe of the World War and the other uncertain factors which had to be considered during the year 1940, the sheepmen have prospered and have much to be thankful for. He pointed out that the National's tonnage had increased 60 per cent and that its financial position, as well as that of its

member-associations, had greatly improved during the year just finished.

President Lemmon emphasized the appreciation which wool growers throughout the country should feel for the sympathetic cooperation which the National Defense Council has consistently shown in its willingness to protect the interests of our domestic producers in every possible way as the national defense program developed.

Several prominent government officials were included among the list of speakers who addressed this meeting. Mr. John B. Hutson, member of the Advisory Commission of the Council for National Defense, spoke on the highly interesting and timely subject of western hemisphere solidarity and what it involved for our domestic wool producers.

Mr. F. R. Marshall spoke with his usual clarity on the necessity of correcting an impression which has developed that wool prices are already too high and that growers are profiteering. He also outlined the work which his association is doing in connection with its wool promotion program.

The Farm Credit Administration, which with its predecessor the Federal Farm Board has been closely associated with the operations of the National since its organization early in 1930, was represented by Mr. J. E. Wells, Jr., general manager of the Central Bank for Cooperatives, Dr. T. G. Stitts, chief of the Cooperative Re-



search and Service Division, and Mr. C. G. Randell, in charge of the Livestock and Wool Section.

Mr. C. J. Fawcett, general manager, in his annual report to the stockholders, described the many uncertainties which have been encountered during the past year because of world conditions. He outlined the sales policy which had been followed with such successful results, the continued progress which the National has made toward broadening the selling service which it makes available to wool producers, and described the National's financial condition after what must be regarded as once of its most successful years.

The following officers were re-elected for the coming year: James H. Lemmon of Lemmon, South Dakota, president; Edward Sargent of Chama, New Mexico, vice president; Dr. O. O. Wolf of Ottawa, Kansas, vice president; C. J. Fawcett of Boston, Massachusetts, general manager; D. E. Judd of Boston, secretary-treasurer, and Reuben Hall of Boston, general counsel.

The Executive Committee for the coming year will consist, in addition to the president and both vice presidents, of the following five directors, each representing his section of the country:

District 1, E. Clair Hotchkiss of Hotchkiss, Colorado; District 2, Sylvester Broadbent of Salt Lake City, Utah; District 3, Floyd W. Lee of San Mateo, New Mexico; District 4, C. W. Buttz of Devils Lake, North Dakota; District 5, Frank W. Lebus of Cynthiana, Kentucky.

In addition to the president, both vice presidents and the Executive Committee, the full Board of Directors for the coming year will include the following:

Worth S. Lee, Mountain Home, Idaho; Ed Stolworthy, Idaho Falls, Idaho; J. P. Johansen, Ely, Nevada; James E. Babbitt, Flagstaff, Arizona; J. B. Conley, Verndale, Minnesota; J. L. Bane, Bondurant, Iowa; C. J. Ritland, Chippewa Falls, Wisconsin; F. D. King, Charlotte, Michigan; T. I. Ferris, Pleasant Lake, Indiana; and W. H. Ferguson, Curles Neck Farm, Richmond, Virginia.

Messrs. Ed Stolworthy, James E. Babbitt, J. B. Conley and T. I. Ferris were elected to serve as alternates on the Executive Committee.

D. E. Judd, Secretary

## Idaho Basques Contribute to Red Cross



The Basque people of Boise, Idaho, and its vicinity annually hold a dance, the proceeds of which go to a selected relief agency. This year the American Red Cross received the check, amounting to \$908, and a lamb helped swell the fund. Raised by the 5-year-old lad at the left of the picture, Richard Homaechea of Homedale, Idaho, the lamb was auctioned to the highest bidder, J. O. McMurray (center), of Munro Kincaid, Edgehill, Boston wool firm, who paid \$310 for it, and then gave his purchase to the Children's Home in Boise, a charitable institution providing care for over a hundred unfortunate youngsters. John Archabal (right) is the Boise Basque leader.

## Settlement of Wool Sales By Pacific Co-op

CHECKS representing sales of \$120,000 worth of eastern Oregon, Washington and Idaho farm-flock wools were mailed December 20 by Pacific Wool Growers to some 500 growers residing in Oregon and Washington, east of the mountains, and in western Idaho. This is in addition to checks for some \$700,000 which were mailed in November to some 250 range wool growers.

The pool just closed netted prices to grower members of from 30 cents to 33 cents per pound F.O.B. ranch, depending on the grade. This was sub-

stantially higher than country prices at shearing time, the cooperative states.

This Eastern Oregon, Washington and Idaho Farm Flock Pool contained about 360,000 pounds of wool, which was graded and processed at the association's U. S. licensed wool warehouse in Portland. A considerable portion of the graded wools was sold through the new Pacific Wool Growers wool auctions inaugurated this year in Portland, Oregon, and Stockton, California.

The association's Western Oregon and Washington Pool, commonly called the Valley Pool, was to be closed about January 1, when checks totalling approximately \$185,000 were to be sent out to some 900 members residing in Oregon and Washington.

# The Lamb Markets

## CHICAGO STOCK YARD CELEBRATES



Photo courtesy of the CHICAGO HERALD-AMERICAN

Prominent packers and representatives of allied industries meet to congratulate Arthur G. Leonard, president of the Union Stock Yard & Transit Company, operators of the Chicago Stock Yard, on the 75th anniversary of this world's largest livestock market, which first opened for business on its present site during Christmas week, 1865.

The group is shown under the Stone Gate entrance, oldest landmark of the Yards, and a familiar symbol of this greatest central market to three generations of the nation's stockmen, who have sold 21½ billion dollars worth of livestock at Chicago during the 75 years the market has been in operation.

Well-known heads of the nation's livestock industry participating are, standing left to right: Homer Davison, vice president of the American Meat Institute; Charles R. Rice, president of the Chicago Live Stock Exchange; Thomas E. Wilson, chairman of the Board of Wilson & Company; William C. Cummings, president of the Drovers National Bank; Arthur G. Leonard, president of the Union Stock Yard and Transit Company and chairman of the Board of the International Live Stock Exposition; D. H. Reimers, president of the Live Stock National Bank; George A. Eastwood, president of Armour and Company; O. T. Henkle, vice president and general manager of the Union Stock Yard and Transit Company; and G. F. Swift, vice chairman of the Board of Swift and Company.

### Chicago

THE sheep market at Chicago finished the year 1940 in a strong position with prices highest since August. For several months the market has been drifting along, devoid of features and animation. The supply fitted the demand so closely and there was such a narrow fluctuation in wholesale prices that the trade remained in a well-worn rut. Near the end of De-

cember receipts dwindled, and there was a noticeable improvement in the consuming demand for mutton. The price of wool also moved up a few notches, so the whole ovine situation was better.

The supply for December was the smallest for that month in over 50 years, but that has been true regarding each month for most of the year. The year's receipts of sheep at Chicago,

totaling approximately 2,101,000 head, were the smallest since 1889. This reduction, however, does not mean that mutton products are less popular with the consumer, but rather that the movement to market is being shifted to other interior points. Figures emanating from the Department of Agriculture, covering all inspected slaughter points in the United States, show that the total slaughter of ovine stock is holding up to a fairly normal level.

Sales of lambs in December were mainly at \$9 to \$9.60 or about in the same notch as for the past three months. Late in the month a top was made at \$10 with the bulk of the lambs going about 25 cents above the November level and highest in four months.

Wool has become a factor in the trade that the buyer is seriously considering. At 40 cents a 7-pound growth per lamb is a leverage that is prying the market to a higher plane. Several loads of good summer shorn lambs have sold lately at \$9 to \$9.25.

Because of a recent advance of \$1 to \$1.50 in the wholesale price of dressed lamb, all sheep on the hoof have been sought more eagerly. Yearlings moved up to \$9 for the first time this season, and a good many fat ewes cashed in at \$5 that were hard to sell a month ago at \$4.25. Heavy ewes of plain quality are now listed at \$3.25 to \$3.75, being 50 to 75 cents above the recent low spot.

Encouraged by the upward trend of the market, country buyers are flooding their stock yard agents with requests to send them some feeder material, but lambs of that kind are very scarce and have been for a long time. Feeder lambs are quoted at \$8.75 to \$9.40 with not enough available to make regular quotations. A few loads of "comeback" lambs have been bought and taken back to the country for better finish.

During the past year the sheep trade at Chicago has been in a satisfactory condition from the standpoint of producers and feeders. The falling off in the supply helped to hold values at a

comparatively high level. The average price of slaughter lambs during the year was \$9.65 against \$9.25 in 1939 and was the highest in three years. The year started in with best lambs selling at \$9.60 and closed with top quotable at \$10. During the summer season when the spring lambs were coming freely the best lambs brought \$11.65, but by September the top dropped to \$9.50.

The valuation of all the ovine stock received in Chicago in 1940 was estimated at \$17,590,000, compared with \$19,969,000 in 1939 when the supply was 390,000 larger. All the sheep and lambs combined averaged \$9.31 per hundred against \$8.98 the previous year. The value per head was \$8.47 against \$8.03 in 1939.

The low price of hogs during the year due to large receipts kept the market liberally supplied with cheap pork which appealed to the consumer and to some extent detracted from the demand for mutton. Hogs sold on an average \$1 lower than the previous year while beef cattle were \$2 to \$3 higher and lambs went up 40 cents. Never before were the prices of cattle and hogs so far apart, but now with the major crop of hogs disposed of local analysts predict that there will be a better adjustment of values in 1941, and lambs, because of their relative scarcity, will sell up to a better average figure.

The general feeling of optimism that prevails among farmers because of the national preparation for defense is giving sheepmen fresh hope for higher prices all along the line. More money in circulation among the workers will logically broaden the demand for all meat products and the increased call for wool for war clothing will add much to the flockmaster's income. The whole setup, as the year establishes a new milepost, looks more encouraging than it has for a decade. How long it will last is predicated on war conditions, and that is anybody's guess.

On Christmas Day, 1940, the Union Stock Yard and Transit Company celebrated its 75th birthday. It is interesting to note that during the full 74 years of its existence receipts were: 172,266,000 cattle, 23,000,000 calves,

## New Stock Yard Manager



*Merrill Parkin has been selected as general manager of the Salt Lake Union Stock Yards, succeeding the late J. H. Manderfield. Mr. Parkin, who served as assistant manager for some time under Mr. Manderfield, brings to his new position the wealth of experience and knowledge gained from a 17 years' connection with the stock yards at North Salt Lake.*

483,730,000 hogs and 213,111,000 sheep. Somebody with a flair for mathematics figures that if the cattle were placed end to end they would make a line from the earth to the moon and the hogs would make a procession twice that long while the sheep would make a belt around the earth at the equator five sheep wide.

Frank E. Moore

## Kansas City

DECEMBER lamb prices fluctuated within a 75-cent range and closed within 25 cents of the high point of the month and in practically the same position as at the end of November. The low point came at the beginning of the second week when snow, sleet and ice covered wheat fields, and caused an unexpected heavy movement to market. However, moderating weather checked this run quickly and the market reacted favorably. The top price for the month, \$9.50, prevailed the latter half. The low point, with

sales at \$8.75 down, was recorded the ninth. The bulk of the lambs during the 30-day period sold at \$9 to \$9.25 and made a higher average than was reported in December, 1939.

Wheat-field and native lambs predominated in the month's supply. Offerings came mostly from Kansas, Oklahoma and Texas. No strictly drylot grain lambs were included. Wheat-field lambs, mostly above 90 pounds, many above 100 pounds, showed excellent gains and made fairly good dressing percentages. Except for one short period, when wheat fields were covered with ice, the grazing season has been favorable, and through good weight gains producers have received fairly good returns.

There was less variation in sheep than in lamb prices. Good to choice fat ewes brought \$4 to \$4.25 during the entire month, with numerous sales at \$4.35. Plain to fair quality, slaughter kinds, moved at \$3 to \$3.75. Yearlings brought \$6.25 to \$8, depending on condition and the amount of wool they carried. Fresh shorn kinds sold mostly under \$7.50. Some two-year-old wethers brought \$5.50 to \$6 and aged kinds sold under \$5.50.

The supply of feeding lambs was limited. Most sales were in a price range of \$8.25 to \$8.75 but some light weights that carried good billing moved at \$8.85 and \$9. There were some shipments of lambs on wheat fields made to a different feeding section and some other movement of thin lambs to more eastern areas. However, early December uncovered more than the expected movement of Texas lambs into Oklahoma, southern Kansas and southeastern Colorado.

On the basis of visible supply, it looks as if runs for the next few weeks will be fairly liberal. However, demand is holding up well and the offerings should find a ready outlet. The February market, especially for medium weights, carries considerable promise, as the runs will probably lighten by that time and best finished classes will be available. There is every reason to believe that this winter's fed lamb crop will be marketed and cared for in an orderly manner. Indications are that meat requirements in the first half of



1941 will be materially larger than in the same period of 1940. For the past six months dressed lamb and mutton have maintained a fairly well-stabilized outlet, and it would not take much of an expansion in the meat demand to be reflected quickly in the live market.

In 1940 the high point for winter fed lambs came in the week ending March 9 with \$10.25 paid. The high point for early spring lambs came the week of May 16 when \$12 was paid for Arizona lambs. Shorn winter fed lambs, in reality yearlings, dragged bottom at \$7.85 the week of July 6. In the average, price movements for the 12-month period were moderate. They were more extreme at the beginning and end of seasonal movements than during the main marketing periods.

In December receipts were 94,328 as against 73,673 in the same month last year. An unusually large per cent of the supply the past month came from wheat fields. Twelve months' receipts were 1,294,046, compared with 1,366,593 in 1939. C. M. Pipkin

### Denver

**R**ECEIPTS at Denver last month totaled 83,132 head of sheep and lambs, as compared to 70,792 for the same month a year ago, or an increase of 12,340. Increases from Colorado and Idaho were quite substantial ones, and smaller increases were noted from Oregon, Nevada, Kansas and Montana. The greatest decrease was in Wyoming receipts and there was also a reduction in shipments from Utah.

Colorado furnished 46,000 head in December, or over half the supply, which was an increase of 17,000 over the same month a year ago. Idaho sent in 20,000, or 5,000 more, and Oregon furnished 5,400, or 2,600 more. Wyoming offerings decreased from 11,600 in December a year ago to only 3,800 last month.

For the entire year of 1940 a total of 2,662,582 head of sheep and lambs arrived at the Denver market, which was a decrease of 174,238 from 1939. Colorado ranges and feed lots sent 1,403,000 to Denver last year, an increase of 82,000, and for the four fall shipping months (mid-August to

mid-December) 850,000 were received from this state, making for an all-time record of Colorado sheep at Denver for the period.

Some other large receipts at Denver last year included 463,000 from Idaho, a decrease of 144,000; 186,000 from Wyoming which was the same as the previous year; 165,000 from New Mexico, a decrease of 45,000; 130,000 from California, a decrease of 10,000; and 157,000 from Utah, the same as

a year ago. Smaller totals came from Arizona, Kansas, Montana, Nebraska, Nevada, Oregon and Texas.

Fat lamb prices during December were somewhat uneven on account of quality. Prices strengthened the first week in the month from \$8.90@9.10 paid for Colorado wheat-pasture lambs, to between \$9@9.35 around mid-week. Some fed kinds cleared at \$8.90@9.25 on a freight-paid basis. Carloads of  
(Continued on page 33)

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## The Lamb Markets

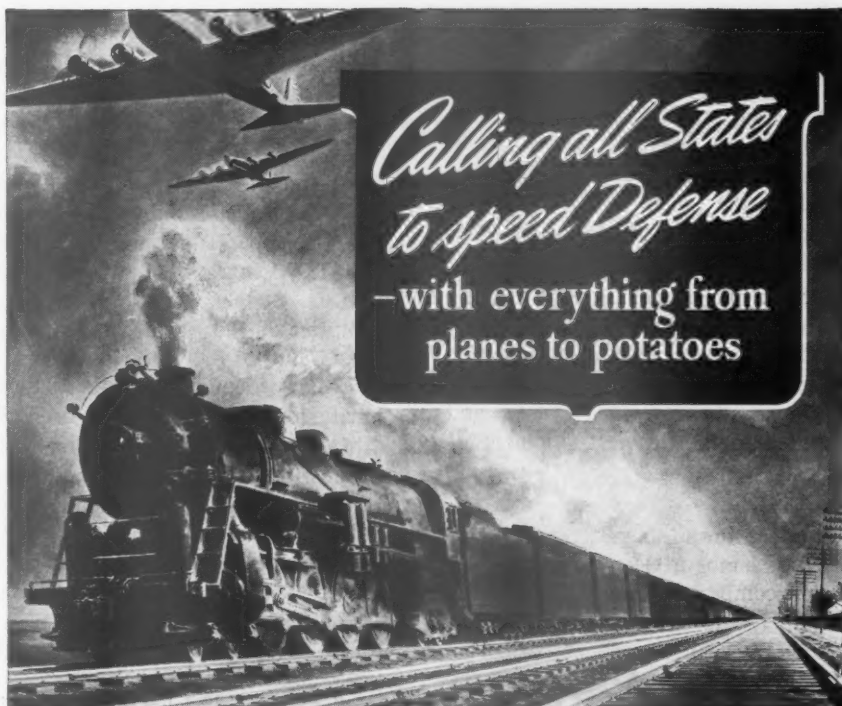
(Continued from page 31)

Colorados the second week were taken at \$8.85 to \$9.10, flat basis, on a weaker market, and values slipped downward a little more the third week making for the low period of the month. Loads during that week sold mostly at \$8.75@8.85, with a top of \$9 and a low of \$8.50. Holiday week saw prices climb to a high of \$9.50, flat basis, and \$9.60 freight paid. Bulk of sales were made of wheat-field eastern Colorado lambs at \$9.15 to \$9.40, flat, and \$9.35@9.60 FPR.

Colorado fat lambs arriving from other parts of the state during December cleared to killers in a range of \$8.65@9.10. Quite a few loads of Oregon fat lambs sold throughout the month at prices of \$8.50@9.15, and many cars of Idaho fat lambs were secured the first three weeks of December at \$8.50@8.90, with a few at \$9.10 to \$9.25. Trucked-in fat lambs bulked at \$8.25@8.75, and late in the month this class strengthened to between \$8.50@9.

Fat ewes were also firmer for the month with a top of \$4.35 paid for a load of 107-pounders from Watkins, Colorado, off wheat, and there were many loads from the wheat pastures of eastern Colorado at \$4 to \$4.25. Trucked-in lots cleared mostly at \$3.25@4, with a few up to \$4.25. Yearlings in small lots contained mostly in carloads brought \$7.25@7.75.

Feeder lamb demand held up throughout the month; at times they sold right along with, or higher than, carload fat lambs. Load lots were received from Colorado, Utah, Wyoming, Idaho, Nevada and Kansas. During the first week in December they were taken from \$8.75@9.15, including two loads of 70-pounders from Montrose, Colorado, on December 5 at the top of \$9.15. They went out the following week at mostly \$8.85@9, with a load of weighty Utahs down to \$8.60. When fat lamb prices were at their lowest during the third week in December, carloads of feeders sold at \$8.50@8.90. This class was very scarce the last ten days of the month.



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Now the fact is, the job the railroads do in serving farms is far bigger and more exacting than the one that's done for the airplane industry—as shown by the figures for one simple crop, potatoes.

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Many small lots of trucked-in feeding lambs were taken at \$8.25@8.75.

Twenty-five thousand feeding lambs were shipped and trucked out of the market during December, with half of this number going into northern Colorado lots, one fourth into western Nebraska mostly, and others to Missouri, Illinois, etc.

For the year of 1940, a total of 961,000 feeders went out of Denver, consigned to country points for finishing purposes, which was an increase of 20,000 over the previous year, and amounted to the heaviest shipment of this class out of the market since the year 1931.

Interior Iowa slaughterers bought 4,000 fat lambs at Denver during December, compared to none the previous December, and Atlantic Coast packers took 8,000 head, or about twice as many as in December, 1939. For the year, 1940, interior Iowa slaughterers took a total of 205,000 head of fat lambs, an increase of 40,000, while Atlantic Coast packers purchased 323,000 head, or 22,000 below 1939 purchases.

There were 23,500 sheep and lambs, slaughtered in Denver during December, an increase of 5,000 for the month; and for the year, 1940, the local kill totaled 336,000, which was a decrease of 46,000 head under 1939. This was in spite of the fact that receipts were 174,000 below those for 1939.

R. C. Albright

## Omaha

**F**AT lambs, feeders, and aged sheep showed no general change, by the end of December, from what they were bringing at the close of November.

Total receipts amounted to about 104,500 head, by a slight margin the largest December run since 1933, and about 11,000 more than came during November.

Top price on fed woolled lambs ranged from \$8.90 to \$9.60 during December. Holiday demand for other kinds of meat slowed demand for dressed lamb and mutton during the first half of the month, and largely on that account the market for fat lambs was least favorable at that time. However, a spurt during the last 10 days sent the top to \$9.60, and the closing peak was \$9.25.

Most of December's supply consisted of lambs that had been grazed on wheat fields of Nebraska, Kansas, and Colorado, plus some grainfed lambs from local feed lots and feeding areas in Nebraska, Iowa, and Colorado. Clipped lambs moved in pretty good volume for that time of year, and near the close, summer-clips sold at \$8.90.

Demand for feeder lambs was generally pretty good, too, in spite of the early slump in fat lamb values, and choice lambs were quotable to \$9 during practically the entire month. A few loads of shearing lambs brought that price, too. There were occasions

when outlet for feeders helped hold the fat lamb market steady or helped limit losses.

Supplies of aged sheep were, if anything, even smaller than they usually are during December. No fat yearling wethers reached the \$8.50 mark to which choice killers of that class were quotable near the close. Choice fat ewes were eligible to \$4.35 throughout, and there was the possibility that they would have brought \$4.50 at the end of the month. The scanty supply of breeder ewes consisted mostly of westerns that were solid-mouths or older, and prices for them ranged up to \$4.75. Country demand for breeder ewes had slackened considerably by the end of the month, but offsetting this was the drop in supplies and competition from fat ewe buyers.

On the whole, the outlook for markets for all classes during the next few weeks would seem to be good. There are no indications that the number of fed lambs coming on the market will exceed supplies of a year ago, by any great margin. With the holidays past, consumption of dressed lamb should pick up, and there should be the added push, not present a year ago, of improvement in general business conditions. Government spending in the defense program should continue to bolster the wool market, too.

Farmers who bought feeders at prices close to fat lamb levels a year ago

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didn't run into any disaster and that is one reason for thinking that demand for feeders should continue good this winter. In much of the feeding territory which draws its lambs from this market, feed is as plentiful, or more so, than it was a year ago.

Whether or not the fat ewe market will show many sales at prices above what the best brought during December is debatable, but chances are good that choice fat ewes will be quoted a little higher as the next few weeks move along. Seasonal scarcity should bring some advance and should help hold nominal quotations on breeder ewes at least steady. Ray Burley

### St. Joseph

**S**HEEP receipts for December totaled 87,195 compared with 54,945 in November and 77,186 in December a year ago. Of the month's total, 24,226 were from Kansas and Oklahoma wheat fields, 3,981 from Texas and New Mexico, 770 from Colorado, and 16,663 from Idaho, with most of the latter going into local feed lots.

While the lamb market was uneven, closing prices are steady with a month ago. The top on fed woolled lambs ranged from \$8.60@9.60, with \$9.25 the closing price. Bulk of the salable supply came from Kansas wheat fields and from local territory. Clipped lambs sold \$8@9, according to the growth of wool. The closing top on fresh clips was \$8.25, with fall shorn at \$8.85.

The market for aged sheep and yearlings also closed steady with a month ago. Fat ewes sold largely \$3.50@4.25, old wethers mostly around \$4.50, two-year-olds \$6.25@\$7, and yearlings \$7.25@8.35. H. H. Madden

### Donation of Hampshire Breeders

**T**HE American Hampshire Sheep Association has contributed \$500 to the National Wool Growers Association. A small part of the appropriation is to be used for the Hampshire Association's card in the National Wool Grower and the rest of it for general work of the National Wool Growers Association.

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# With the Women's Auxiliaries

*Greetings and Best Wishes from the Auxiliary to Washington State Wool Growers to all wool growers and auxiliary members, with a sincere wish that you may all be present at the coming National Convention in Spokane, Washington, January 21-23.*

*We shall also be very happy to welcome all to the Washington State Convention which meets January 20, in Spokane, Washington, at the Spokane Hotel.*

*We need the presence of each and everyone to make this convention a real success.*

*Mrs. H. F. Roberts, President.*

*Women's Auxiliary to Washington Wool Growers Association*

## WASHINGTON STATE CONVENTION

Monday, January 20: Spokane Hotel

9:30 A.M.—Opening Session

12 Noon—No Hostess Luncheon

2:00 P.M.—Afternoon Session

Tuesday, January 21: Civic Club

4 to 6 P.M.—Tea. Hostess, Washington Auxiliary

Wednesday, January 22: Isabella Room, Davenport Hotel

12 Noon—Luncheon. Hostess, Washington Auxiliary

Thursday, January 23: Old Grill, Spokane Hotel

12 Noon—Lunch. Hostess, Washington Auxiliary

## UTAH

### Salt Lake City

THE December meeting of the Salt Lake City Chapter to the Utah Wool Growers Association was held at the home of Mrs. James A. Hooper, with Mrs. Arthur Smith, Mrs. E. Jay Kearnes, and Mrs. W. V. Pace assisting hostesses.

An interesting book review of "The Family" was given, and members worked on wool Christmas gifts. Musical numbers were given by a girls' trio from the Granite High School.

## IDAHO

THE Idaho Women's Auxiliary served hot lamb sandwiches and a special lamburger sandwich at the Western Idaho State Fair, August 27-31 at Boise. This advertising of lamb was put on with the cooperation of the National Grange. It was the first time lamb has ever been served at the State Fair. In the absence of Mrs. James Laidlaw, president, Mrs. Donald MacPherson, secretary, had charge.

Mrs. James Laidlaw, president of the auxiliary, gave a series of radio talks on wool and the wool goods labeling bill over station KIDO, Boise, during December. These radio talks were sponsored by the leading department stores of Boise.

Mrs. James Laidlaw, President

## COLORADO

### Routt-Moffat Chapter

THE Routt-Moffat Wool Growers Auxiliary was organized in Craig, Colorado, October 17, 1940. Mrs. Pete Haley was elected president; Mrs. Tom Velanzas, vice president; Mrs. W. W. McWilliams, secretary and treasurer; Mrs. John Papoulas, corresponding

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San Angelo, Texas

RUSS FRY  
Riverton, Wyoming



secretary; Mrs. Brendon Sullivan, historian. There are fourteen charter members and each member is an active one.

At the November meeting we voted to have posters made carrying the slogan, "Tie Your Christmas Packages With Wool" to put in the merchants' windows, also, an advertising box. The boxes and posters have been on display and caused considerable comment among the townspeople.

The December meeting was held at the home of Mrs. Louis Visintianer. The new business taken up at this meeting was aid to three needy families. It was decided to take baskets of food and a toy for each child to these families on Christmas morning. The food will be cooked and given by all the members.

Following is a list of charter members of the Routt-Moffat Chapter: Mrs. Pete Haley, Mrs. W. W. McWilliams, Mrs. Tom Velanzas, Mrs. C. A. Van Dorn, Mrs. Louis Visintianer, Mrs. Lloyd Failing, Mrs. Brendon Sullivan, Mrs. Steve Simos, Mrs. Joe

Livingston, Mrs. John Papoulas, Mrs. Aleck Urie, Mrs. George Avgaras, Mrs. Nannalee Bailey, and Mrs. Dave Seeley.

Mrs. John Papoulas,  
Corresponding Secretary

## The Texas "Chuck Book"

"TEXAS Chuck Book," a new book of recipes just brought off the press by the Women's Auxiliary of the Texas Sheep and Goat Raisers' Association, is a fitting tribute to that organization. Compiled and edited by Mrs. H. C. Noelke, chairman on Preparation of Lamb and Chevon, with the assistance of the Women's Auxiliary of the Texas Sheep and Goat Raisers Association, this book is something new in the way of cook books. Its pages are charmingly decorated with sketches of many familiar scenes of the West, and brief verses of poetry typifying the western way of life greet us at every turn. The decorations and verses are by Ruth McCauley Thorne, and the

following is just one of the many clever verses:

Mary always preferred a lamb,  
As all smart girls should do,  
So she used his wool to make a coat,  
And his meat to make a stew.

As I glanced through the forty-five pages of recipes I noticed several old stand-bys such as "Stuffed Lamb Chops," "Roasted Leg of Lamb," "Regal Crown of Lamb," and many recipes which are quite unusual such as ways to barbecue chevon and lamb, "Lamb-wiches," "Lamb Shortcake," and many others too numerous to mention here.

The cook book is handily arranged in sections on Baked Foods, Barbecued Foods, Broiled Foods, Chilled Foods, Fried Foods, Stews, Meat Cookery Methods, Simple Instructions in the Right and Wrong Way to Carve, Hints on Lamb, Sauces, Breakfast Menus, Luncheon Menus, Dinner Menus; and then there are sections of recipes from Swift and Company and from the National Live Stock and Meat Board.

In her introduction, Mrs. Frank Friend, states the purpose of the Aux-

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TO

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iliary in preparing this book, as follows:

Regionalism is as noticeable in cookery as in any other art. Before the day of rapid transportation, the culinary artist in her studio, the kitchen, gathered, mixed, and blended the edible products native to her part of the country. As a result, when the savor of baked beans tickles our palate, we think immediately of a thrifty New England housewife. And the proverbial, golden-brown delight, fried chicken, is redolent with memories of Miss Sally, Aunt Jemima, and the southern mansion in which they ruled.

Western edibles are not so well known. But the woman of the West, true to form, filled her larder with the harvest at hand, the products of the ranch country. Her menus of broiled lamb chops, barbecued chevon, spiced leg of lamb, and other delicacies please the exacting epicure. This is nothing more than might be expected since her skill is a combination of inherited tendencies and individual resourcefulness. For the ranchwoman, as she is usually called, is the daughter of a southern belle, and the southern belle had a Quaker grandmother.

In the spirit of friendliness ever present in the West, the Women's Auxiliary of the Sheep and Goat Raisers' Association of Texas has compiled this book of recipes in order to share, with now near neighbors and sisters of the North, South, and East, the art of preparing appetizing dishes from the healthful meat of the lamb and kid. The magic of the concoction of son-of-a-gun, the old camp cook's masterpiece, typical stew of the West, is herein revealed.

The women of the Texas Auxiliary are to be highly complimented on their resourcefulness in arranging this collection of excellent recipes into such an

attractive book. The popularity of lamb and chevon will no doubt be increased many times as cooks throughout the contry try these recipes out in their own kitchens. Why not try this one out in your kitchen today?

### Lamb-Wiches

1 ½ pounds ground lamb  
1 small onion, chopped  
1 teaspoon salt  
¼ teaspoon pepper  
½ teaspoon sage  
1 beaten egg  
½ cup milk  
1 cup dry bread crumbs  
10 thin slices onion  
1 ½ cup grated cheese  
10 thin slices fresh tomato  
Combine ground meat, onion, seasoning, egg, milk, and crumbs. Blend well. Shape 20 very thin patties, then place 1 thin slice of onion on each 10 patties, sprinkle with cheese, cover with slice tomato, and then top each with remaining patties. Broil 7 minutes, burn carefully. Broil on other side 7 minutes. Makes 10 lamb-wiches. Make them ahead of time and chill.—Mrs. H. C. Noelke.

Mrs. Emory C. Smith

### OREGON Malheur Chapter

THE Malheur Wool Growers Auxiliary met on December 10 at the home of Mrs. Ralph Jones for its regular monthly meeting. Mrs. Ralph Jones presided at the meeting at which twelve members were present.

The afternoon was spent in an enjoyable Christmas party, with exchange of gifts.

The treasurer's report for the year was also given, and Mrs. Allen of Juntura, Oregon, our delegate to the state convention, reviewed that event.

Plans for the annual dance to be held at Grange Hall sometime in January were discussed.

Mrs. Mert Thayer,  
Corresponding Secretary

### Umatilla County

THE Umatilla County Auxiliary located at Pendleton, Oregon, is one of the most active in the state. We only have 23 paid members but all are willing workers. It is our aim to promote lamb and the using of yarn in making numerous articles such as afghans, pillows, and needlepoint.

Our Umatilla Reservation Indians are using yarn in the weaving of their handbags.

In the beginning of the year the club had made very attractive yearbooks, with a picture of a lamb on the cover.

Last spring we held a very successful Rummage Sale. We gave to the Finnish Relief, Red Cross and Health Seals. This year we gave a boy and a girl each a 4H Club scholarship to the Corvallis, Oregon, summer school.

Small wool animals, purchased from the Oregon Worsted Mills of Portland have been sold by the auxiliary at different meetings and functions. This has proven a quite successful project.

In June we held our annual pot-luck picnic with program and contests with prizes, the auxiliary furnishing a plentiful supply of ice cream.

A special meeting was held the day of the annual ram sale in August at the home of Mrs. MacHoke. This was a state meeting with Mrs. Ralph I. Thompson, of Heppner, state president, presiding. Representatives from the auxiliaries over the state were present and gave their reports, following which a luncheon was given, with the Umatilla County Auxiliary as hostess. There were about 60 present.

One of our good members gave a lovely wool shirt as a prize, from the auxiliary, to one of the contestants in our big Round-Up.

Our annual dance was given the last of November. This is a money making project for the auxiliary each year.

The last meeting of the year we have a Christmas party and exchange gifts.

Mrs. Percy Folsom,  
Corresponding Secretary

## Annual Corriedale Meeting

IN the absence of our President, Mr. R. C. Hoyt, the annual meeting of the National Corriedale Sheep Association was opened at 7:30 p. m. on Thursday, December 5, by Vice President Mr. J. Frederick Palmer, in the Record Building, Chicago. The roll call showed breeders present from Ohio, Wyoming, Iowa, Indiana, Illinois, Wisconsin and Minnesota. The Secretary's report showed a 25 per cent increase in registrations over the previous year and almost 100 per cent increase in transfers, which indicates that the demand for Corriedales is ever increasing. The same board of directors was reelected for another year. Dr. C. J. Stover of Muncie, Indiana, was elected president and R. C. Hoyt of Bird's Landing, California, vice president for the ensuing year. Mrs. F. J. Moline was reelected secretary-treasurer. A number of matters were brought under discussion and a copy of the minutes has been sent to each member.

Mrs. F. J. Moline, Secretary

## Consumer Education on Lamb at Kansas City

(Continued from page 20)

times down to 1.3 times, with an average for all stores of 2.5.

As an example from the table, the 22 stores in group A previously sold on the average 1,371 pounds of lamb per week, and each store in the group sold an average of 62 pounds weekly or 10 pounds daily. During the days of the demonstration 1,970 pounds was sold, which would make the weekly basis 270 pounds and 45 pounds the daily average. If lamb buying were "pushed" (as during the educational work) the average would increase to 270 pounds weekly, or these stores' daily average would increase 4.5 times.

Follow-ups were made in the demonstration stores, and as a whole the continued sales of lamb were very encouraging. These things we are sure of: people were reached who were not lamb users, they received the true facts about lamb cookery and the value of lamb in the diet, and they actually decided for themselves whether the meat is palatable.

We feel that our three objectives afore mentioned were met in the sixty stores cooperating with us. Of the 22,450 persons tasting lamb only 4.46 per cent disliked the meat, while 95.54 per cent were proved potential lamb buyers. In all 22,590 persons were told individually, the lamb buying, cooking, and serving story from July 9 to October 23, 1940. Of these 1,025 were meat men and 21,565 consumers.

This program was supplemented by nine free radio talks on lamb and paid radio spot-announcements running from July 1 to October 1.

## West Texas News Item

Range conditions are good (December 27). We are running about all the ewes that the range will carry; there has been no increase in numbers over last year's. The going price on straight, fine-wooled yearling ewes is \$6 a head; we do not have enough of the crossbred yearlings to give a price on them.

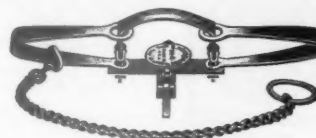
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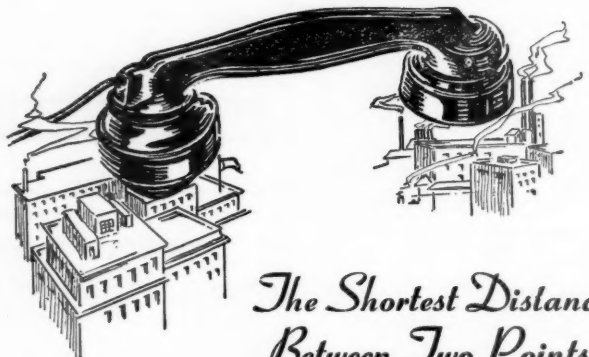
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## The Labeling Law and Quality in Goods

(Continued from page 23)

tomers that they are getting exceptional bargains during periods of advancing prices. What really happened under a system which did not require any factual information being given the customer as to the kind and quality of fabric he was getting, was that the increased costs were taken out of the raw materials, without the customer knowing anything about it. Now the customer must be told what he is getting.

But the mere passing on of this information is not sufficient to protect him, or to protect the wool grower. The customer must be educated as to what this "manipulation" means in terms of service and usage. Retail merchants and retail sales staffs must be educated also. It is a fallacy to believe that consumers buy fixed price lines. They buy service and wear at the most economical price levels. Common sense dictates that where service and wear suffer at a certain price range the price should be advanced, not the quality reduced, if the advance reflects a normal part of a general upward price movement.

It is the responsibility of the wool grower to see that the consumer is informed regarding the exclusive, intrinsic values of wool, and the desirability of resisting the "manipulation," or adulteration of fabrics which he buys in his clothes. Unless the wool grower conducts this campaign of education the wool labeling law will lose much of its potential value because "manipulation" or the use of substitute fibers for wool will be glorified by promotion into a modern merchandising triumph.

There isn't any doubt that a vigorous campaign will be waged by certain factors to persuade the public that wool labeling is just another bureaucratic piece of legislation, and that a differentiation between new wool and reprocessed and reused wool is confusing and deceiving. It is imperative that wool growers do not lose this opportunity of establishing firmly in the

minds of the public that wool—new and hitherto unused wool—is the index of value in all wool products. Reused wool, of course, has legitimate commercial values in that it possesses in various degrees the original qualities of new wool. The amount of service and wear left in reused wool depends entirely on the service and wear it has seen prior to again being reduced to a fibrous state, and the additional damage it has suffered in that reprocessing. Grade for grade, reused wool is cheaper than new wool, and it is used as an adulterant in wool products to lower their costs.

Once it is clear in the public mind that the label "wool" means new wool being used for the first time, and that other kinds of wool mean wool that is damaged through previous manufacture or use, or both, a cardinal, basic principle will have been established. The customer can then decide, on the basis of information and price, whether he wants new wool or reused wool or a composition of both. He will continue, as in the past, to make his selection on the basis of texture and color of fabric, and cut and fit of garment. The additional information as to fiber content will tell him how the texture and color he prefers have been obtained.

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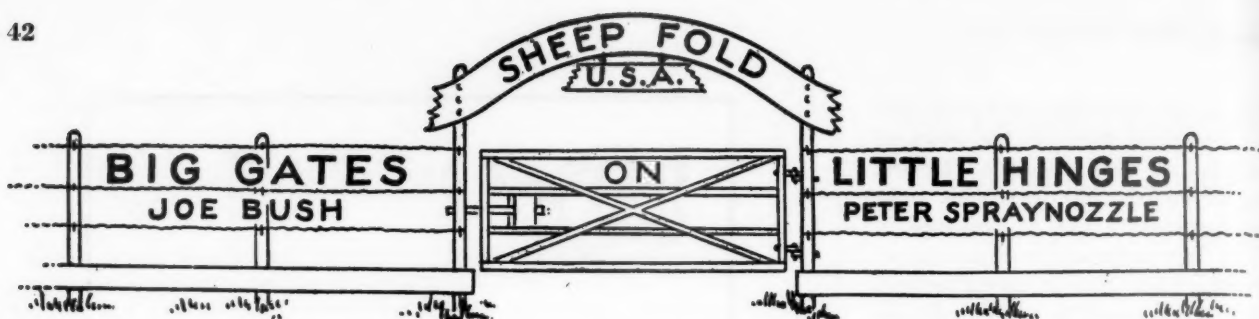
**SHEEPMEN'S BOOKS**

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Salt Lake City, Utah



**J**ANUARY 1941: With apologies to some one, "Backward, turn backward oh, time, in your flight," and let me have a look at the signs of the times. As we write this column for the January issue of the National Wool Grower, we would like to direct the thoughts of the wool growers and the farmers generally back to the first world war when "Food Will Win the War," was written in box-car letters all over the U. S. A.

Twenty odd years have passed since then; men that were boys then are getting gray now, and again "Food Will Win the War" is being billboarded, advertised over the radio and in the press. So in the interest of the farming and livestock industry, it might be well to look into the mirror of the past and let the lamp of experience shed its light on the pathway of the present.

When agriculture back in the first world war period first heard the "Food Will Win the War" slogan, prices for farm products were attractive, and to "cash in," the farmers of the U. S. A. plowed up about 40 million acres of land, much of which never should have known a plow shear; millions of acres of marginal land that was to be farmed by suburban marginal farmers with a city or town job who thought that farming was something that needed a little land and a little after-supper attention to make a crop.

Joe Bush and me, Peter, fell for that advice given us gratis by crystal-gazing politically appointed farm advisers. There was no excuse for Joe and me: we were farmers; we not only should have known better, we did, but greed, the desire to share in war prices, upset our judgment, blinded us until we could not see the light from the lamp of our own experience. So we increased the size of our flocks and herds, plowed, planted and cultivated "with a lick and a promise," land that should never have known the moldboard of a plow. Had we plowed and planted less and cultivated "the good earth more," the American farmer could still have produced "the food to win the war."

Livestock men were just as greedy as were the farmers. Flocks and herds were increased in number. Hogs, sheep and cattle were shipped to market without being properly conditioned. Range and pasture land was overstocked with sheep and cattle feeding on the grass roots. Greed rode the range and walked in the furrow behind the plow. And then came 1918 and the Armistice. In the spring of 1919 "No man's land of yesterday" was "Some man's land again," the land of men and women who loved it, who knew what and where to plant, who knew the value of cultivation, who knew the use of the hoe and the harrow and had the skill, the knowledge, and the will to use them.

America's crop of town-to-country commuting marginal farmers went back to their town and city jobs. They left what had been good, or at least fair, pasture land to

grow tumble weeds, white top, and June grass to mature and dry up in the early summer. They left the dry and powdery soil to become the sport of the winds to be driven hither and yon, leaving a useless dust bowl where once the green grass grew deep-rooted in the ground.

Then, with their war market gone, manufacturers of tractors turned their attention to the American farmer. He sold his horses and mules and motorized the American farm so well that the hay and grain grown on 35 million acres of land which formerly fed the horses and mules, had no market. The farmers themselves had killed the market, and with it they killed the market for the foal of the "old gray mare." We can add to that, the statistics published in the November issue of the National Wool Grower showing that from before the first world war to 1938, the meat consumption in the United States dropped from 162 pounds to 131 pounds per person per year—a meat market loss of 30 pounds per person. Perhaps it is nothing to worry about, but when we put that 30 pounds per person per year on the hoof, it means that the American livestock man has lost the sale of about 7,380,000 head of hogs, 2,000,000 cattle, 4,000,000 calves and 10,000,000 sheep. The American livestock producer could get this market back if the public would eat an ounce more of meat per person per day.

Then came 1930, when the balloon went up and the bubble blew: loans were called; farmers and stockmen were not able to renew or pay their notes; banks closed their doors; unemployment, a busted people in the consuming centers on relief; taxes went up to provide relief, WPA, and CCC camp funds; and the food stuff produced to "Help Win the War" was an unsalable commodity in the granaries of America.

Joe Bush and me, Peter, have no itch to set ourselves up as advisers to the American farmer and stockman. We don't think they're in need of advice unless it be to trim the lamp of their own experience, and by its light read the "Stop, Look, and Listen" signs time has posted on the farm-to-market roads.

Farming and stock raising is a business that needs training, experience, knowledge, a mind alert to meet changing conditions. Land is only one of the essentials to produce twig and vine crops and to feed and pasture the flocks and the herds. The farmer must know labor conditions in his market, transportation, and international trade agreements, all of which play a very important part in the every day life of the American farmer and stockman. All these are elements the farmer stockmen must know about, unless they want another 1930 sock on the jaw when the present war is over, "Over there."

We are a little late, but just the same, Joe Bush and me wish you all a Happy New Year, with good health and a fair measure of prosperity without a 1930 back-fire.

Peter Spraynozzle.



# Around the Range Country

(Continued from page 14)

pers, and also through payment of a county bounty.

We own about two acres of land per ewe. This is valued at about \$2 an acre, and taxed about 7 cents. We lease about two acres per ewe at 7 cents per acre.

John A. Orme

## WASHINGTON

"Mild with frequent rains," describes the weather through the month, west of the Cascades, excepting the second week which was comparatively dry and cold. The soils are mostly saturated. Some growth of grass is reported from the warmer sections, and forage is ample practically everywhere; thus livestock are mostly in thriving condition.

### Ritzville, Adams County

The feed in the eastern part of Washington is the best we have had for many years; grasses have grown to five and six inches in height.

Sheep numbers are about the same as in 1939; no more ewes could be run in this section because all of the summer range is taken now. At present the going price on fine-wooled yearling ewes is \$9 a head, and on whitefaced crossbreds, \$10.

The government trapper in this district has done a very good job on the coyotes, and losses from that source are decreasing.

I think there has been a very light increase in operating expenses during the past twelve months.

I own about 2½ acres of land per ewe. The land is valued at \$5.50 an acre and taxed at 6½ cents. I also lease about one acre more per ewe at 30 cents an acre. I keep the ewes at the home ranch, which comprises most of the owned land, only about 6½ months. Then in the fall I keep them in the stubble fields for a month and a half, and that costs about half a cent per head per day. I also have national forest permits for my sheep for four months of the year.

Sebastian Etulain

## OREGON

Mild temperatures, being somewhat above normal, occurred through the month, and pretty generally over the state. Precipitation was fairly general, but as a rule it was not very heavy, being rain in the west and mostly snow in eastern counties. Livestock as a rule are doing well with comparatively little feeding.

### Harper, Malheur County

The feed that started this fall is good, but the old grass that came in the spring and dried up this summer is of poor quality. So far as I know, there will be no difference in the number of ewes bred this year and last; also about the same number of ewe lambs have been kept for breeding next year. Yearling ewes can be had at \$8 for fine-wools and \$9 for crossbreds. I do not believe that this section could carry any more sheep than at present.

Wool growers' expenses have increased about 5 per cent the past year. Coyotes are also increasing.

W. A. Moser

### Roseburg, Douglas County

We have had a wonderfully mild fall with generous rains and no frost until just recently, so grasses and grain have rooted and made good growth (December 24). On the whole the sheep people feel pretty well this year, as their wool sold up to 37 cents through the local Douglas County pool.

I read with lively interest of all the National Association is doing to help and protect the wool growers' interests, but it looks at present as though it is going to be a hard job to prevent the unloading of Australian and Argentine wool here.

Walter Priddy

## CALIFORNIA

Temperatures were above normal and very favorable, excepting for some cold weather the second week. Precipitation was light and scattered, until the last half of the month when it was appreciably heavier and more general.



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Some flooding of lowlands occurred late in the month, but generally ranges and pastures were improved. Livestock are mostly in good shape, and some early lambing is reported under favorable conditions.

### Cloverdale, Sonoma County

Feed conditions have been very good. We are needing rain now (December 9), but the feed will last a while longer.

There has been no increase in the number of ewes bred, nor in the number of ewe lambs kept for breeding next year in comparison with last year's figures. Running expenses are some higher, and there does not seem to be any letup in coyote depredations.

P. L. McPherson

### Cordelia, Solano County

Poor feed conditions prevail here; we need rain badly (December 14). The grass started, but on account of severe cold, dry winds, it is disappearing.

Fewer lambs were bred this year than last; we do not keep any of our ewe lambs for replacements. No yearling ewes are for sale at this time.

With wages and feed costs higher, operating expenses will be larger than they were in 1939, but I do not know whether the increase was sufficient to wipe out the year's profit or not. It is questionable that many of the growers in this section will have a substantial profit out of 1940 operations.

Our trappers are doing an excellent piece of work here and coyote losses are not so large as they have been.

We own about one acre per ewe and lamb, valued at \$40 to \$50 an acre and taxed around 50 cents.

C. R. Mangels

### Kneeland, Humboldt County

This has been a good fall for grass; plenty of early rain and warm weather. There is no snow yet (December 28), so we have not had to feed much hay. Sheep are run in fenced pastures in this part of California and herding is no problem.

Replacement ewes are mostly raised at home, so there is little trading in ewes, except culls at \$1 to \$2 per head. The number of sheep does not vary a

great deal from year to year. Our lambing count averages about 110 per cent of ewes bred. Most of the sheep are medium wool, with plenty of breeds represented.

The government hunters keep the wild animal loss down pretty well; they have plenty to do, however. We would still have coyotes even if we had the bounty system, in my opinion. Bear, dogs, and wild cats cause some loss. This county put a bounty on wild cats last fall, but it is too soon to tell how it will work out.

G. F. Gift

## NEVADA

Normal temperatures or comparatively mild values occurred, being mildest in the last half of the month. Dry weather was general until the last two weeks when snows were more frequent and general, improving grazing conditions materially and aiding livestock. Increased feeding became necessary because of snow, but the snow favored more extensive grazing on the deserts. Livestock are generally fair to good.

## UTAH

Temperatures averaged somewhat above normal, while precipitation was near or somewhat above normal over the northwest, and subnormal in the east, and even more deficient in the southern portion, though most of the desert country had ample snow for moisture. Livestock on feed are doing well, and herds on the desert are in fairly good shape, with access to plenty of feed.

### Manti, Sanpete County

Feed on the winter range is not quite so good as it was last year at this time (December 26).

The breeding bands are about the same size as last year; in fact, this section could not handle any more ewes than we have at present. Eight dollars is the present selling price of straight, fine-wooled yearlings, while \$9 is being paid for whitefaced crossbreds.

We own over two acres of land and lease another acre and a half per ewe making a total of 3½ acres per head. The owned land is valued at \$2.50 to \$3 an acre and taxed at about 6 cents

and the lease rate is about 5 cents an acre.

Foster Kenner

### Vernal, Uintah County

As a result of an exceptionally dry and hot summer, our ranges, by the first of September, were in poor condition, but with the frequent storms since that date and splendid weather conditions, there has been a marked improvement in the winter range. However, I would say that the feed is not quite so good as a year ago, and that the frequent storms are simply making what we have more palatable than is generally the case (December 24).

The number of breeding ewes kept in the herds this year will compare favorably with a year ago, and if there is any difference, a smaller number is being held. The ewe lambs kept over for breeding purposes next fall may be slightly greater in number than a year ago.

Our range conditions will not warrant the increase of our range ewe numbers. However, if market conditions improve there could be more farm flocks.

There has been a slight increase in operating expenses during the last year. Shearers are asking more money, wool bags are higher, and there have been some slight advances in other supplies, which might possibly add 3 or 4 per cent to the operating cost.

Losses from coyotes are not getting any smaller; some of our range operators report the heaviest losses in years. It so happens that it has been my privilege to contact a good many of the sheepmen on this question in the past six weeks, and they view this problem with considerable concern.

Elmer Lind

## COLORADO

Moderate to fairly deep snow covered the state through the month, which was more or less unfavorable for livestock on the range. Temperatures were near or somewhat below normal much of the time, which was a further unfavorable condition. However, the snow cover had almost disappeared by the close of the month over eastern sections where there is now some grazing. Livestock are fair to good, except some

are poor where snow is deepest.

### DeBeque, Mesa County

Conditions are not very good on the winter ranges (December 28). There has been no increase in the number of ewes bred this year over last, and about the same number of ewe lambs have been retained for breeding next fall. This section is running about all the stock the range will carry, and operating expenses have gone up somewhat the past year.

The price on straight, fine-wooled yearling ewes is \$9 a head, while the whitefaced crossbreds range from \$8 to \$9.

Our losses from coyotes are not lessening any.

E. F. Kennon

### Walden, Jackson County

The weather has been open, and it looks as if this would be another light winter, of which we have had many in a row, with shortage of moisture and feed, both hay and pasture grass or range.

The year 1940 was a very favorable one all around, however. The wool here was well grown and lighter than usual, about half of it was sold at shearing time at 31 cents and the rest consigned and sold this fall at 35 to 38 cents, net. The lamb crop, too, selling at 8 cents at home to 9½ cents at the Denver market, made more for the sheepman than in 1939. There have, however, been some cases of liquidation of sheep outfits by creditors.

With a government trapper working in this area, we just about keep up with the coyote.


R. B. Rogerson & Son

### Monte Vista, Rio Grande County

Feed conditions are poor (December 28). All field feed is covered with from 6 to 12 inches of snow and nearly everyone is feeding hay costing from \$10 to \$12 a ton. We have very little winter range in our valley.


In my estimation, the number of ewes bred this fall is about 10 per cent under that of 1939, and some 15 per cent fewer ewe lambs have been held over. These reductions have come about as the result of dry years, poor feed conditions, and cuts in forest permits. If clover conditions were satisfactory,

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however, farm flocks could be increased, but range herds will be smaller. The going price on crossbred yearling ewes is \$10 a head.

Coyote depredations were not so great last year as they had been in previous periods, although they were bad enough. Government hunters are working; the territory they cover, however, is too large to work the field right.

Sid F. Klecker

### NEW MEXICO

Comparatively warm, dry weather prevailed, though most sections have enough moisture for current needs. Ranges and cattle are generally in better than normal condition. Sheep are excellent, and the principal sheep areas appear to have ample moisture for the season. Soil moisture supplies are appreciably above normal.

#### Aztec, San Juan County

The winter ranges in San Juan County are rather spotted. In some sections the winter feed is very short, while in others it runs from fair to very good. In general sheep are in good condition at the present time (December 28). Some of the higher winter ranges have too much snow at present. However, as temperatures have been very moderate, shrinkages have been very light.

I believe that operating costs for 1940 have been at least 10 per cent higher than in 1939. However, as lamb prices were better this year, most of the growers have made some profit. Several of the old established outfits have been sold out in the past three months, and some others would like to sell, however.

Our ranges are pretty well stocked, and I do not believe there can ever be any increase in the numbers now being run.

Our coyote losses have been decreased considerably in the past three years. This has been accomplished by well-trained government trappers working this district.

J. F. Ridenour

#### Hobbs, Lea County

Range conditions are better (December 28) than a year ago. There were a few more ewes bred this fall than last, also a few more ewe lambs were held over.

Coyote losses are about the same, but

there has been a small increase in operating expenses the past year. Cottonseed cake is \$40 a ton at the ranch, and good baled hay, \$14.

Virgil Linan

#### Farmington, San Juan County

Feed conditions are very good although we are having a very wet winter. Stock is doing unusually well (December 28).

About the same number of ewes were bred this fall. The ewe lambs kept over for breeding next fall are of a slightly better grade than one year ago.

Straight fine-wooled yearling ewes are going at around \$7. R. G. Smith

### ARIZONA

Temperatures were comfortably above normal excepting the second week, and precipitation, while fairly frequent, was not very heavy. However, soil moisture and range water are ample for the present, and ranges and livestock are in excellent condition. Feed has been plentiful and there has been more feeding than usual in some valleys.

### WESTERN TEXAS

Temperatures averaged somewhat above normal, though there was a week or ten days of cold weather. Precipitation was somewhat above normal over much of the region, being well distributed through the month, with little or no snow, outside the Panhandle district. Livestock are continuing in fairly good condition over much of the state.

#### Big Lake, Reagan County

There is excellent feed on the ranges at this time (December 24). About the same number of ewes have been bred this fall as last, and I think about the same number of ewe lambs have been retained for breeding next fall. Straight, fine-wooled yearling ewes can be had at \$7 to \$8 a head, but those of the crossbred type are scarce. I think the number of ewes run in this section could be increased about 10 per cent, if ewe lambs were not held.

A good deal of hunting with cars and trapping has been done in this section, and the coyote population has been kept on about an even plane.

C. E. Springstun

# Texas Association's 25th Convention

(Continued from page 17)

If the tariff on our products is destined to be lowered, we will have to devise a way to cope with that loss. If our business is to be regulated by government, we will have to accustom ourselves to that. If taxes are to increase continually, we must allow for that. If prices are to be fixed, if production is to be controlled, if the government is to take over banking, and other forms of business, if competition is to be stifled, if courts are to be packed, we might as well accept these changes. The important thing is to start now the adjustment to the new way of life. We cannot escape. We must face the inevitable and adapt ourselves. Who knows? Perhaps it is the better way and everything will turn out all right.

Judge Louis J. Wardlaw told in suitable style of the life and work of the late Bob H. Martin, long identified with the association and an honorary vice president at the time of his death.

## Other Speakers

Two sessions of the two-day program were devoted to listening to, and discussing the remarks of, ten invited speakers. A. G. Black, governor of the Farm Credit Administration, told the convention group that ranchmen must take care, in coming months, when perhaps loanable funds will be proffered from everywhere. He advocated close investigation of the lending agencies to see that they may be equipped to take care of the borrower through dark days as well as good, and will not force

him out of business when the going is rough. "Watch fair-weather lenders," he said.

National Secretary Marshall reported upon the new methods of promoting lamb consumption that were adopted with good results in the Kansas City area, and went into detail upon war wool requirements and the relation of the various governmental actions to American wool market values. He explained the plan and purpose of creating a 250-million-pound wool reserve in the United States under the terms of an agreement between the governments of Great Britain and the United States.

Jay Taylor, president of the Texas and Southwestern Cattle Raisers Association, spoke on the work of the National Live Stock and Meat Board. Col. E. N. Wentworth of the Armour Livestock Bureau at Chicago followed Mr. Taylor with a message enlivened by keen wit and amusing anecdotes. He compared the meat situation in the United States at present with the situation in 1917, when America entered the first World War. In 1917 there was a tremendous amount of livestock in sparsely inhabited sections of the West and Southwest which was not even known to exist, said Col. Wentworth, whereas now we have no such unexpected sources of supply. For instance, in 1917, two or three million head of

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YEAR

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cattle were brought out of remote grazing lands, giving the Army immediate supplies which had not been counted on. Today there is no invisible supply, the drought relief program having uncovered practically all existing livestock supplies.

T. A. Kincaid, who served as president of the association for many years, outlined in a very interesting way the setting up of the organization in 1915 and its accomplishments until the reorganization that was effected in 1935.

Mrs. J. T. Baker, president of the Texas Ladies' Auxiliary, reported a 100 per cent increase in membership and a large gain in undertakings and results. The Texas ladies have a very fine and ambitious program and have inaugurated a Texas lamb week, put on a high class style show, and conducted a contest among club members for the writing of stories on the value and economy of a large use of chevon, lamb, and wool.

The Hon. Grover Hill, Assistant Secretary of Agriculture at Washington, D. C., discussed livestock conditions and agricultural progress in a short and witty talk.

J. B. Wilson of Wyoming thanked Texas for its valuable help in securing the Wool Products Labeling Act and reported upon the work and plans of the National Association's Wool Promotion Committee. F. E. Ackerman of New York, who has been employed by the Wool Promotion Committee, presented interesting facts and views on the value of textile fibers, pointing out the necessity of real educational work to ensure public appreciation of the unequalled value of wool. In closing his speech, after detailing to the sheep and goat men the means used by rayon manufacturers to sell their product, Mr. Ackerman addressed these words to his audience:

Wool growers must realize that they are in an increasingly competitive merchandising business in which chemistry, harnessed to the science of mass production, is constantly at work endeavoring to preempt their market. This is not a domestic situation—it is a world situation; one which has been clearly realized by wool growers in other parts of the world, particularly Australian wool growers, who are now engaged in an international campaign to pro-



protect their markets against invasion and defeat by substitute synthetic fibers.

Among the other speakers were: Fred Rennels, range supervisor, E. C. Cushing of the Bureau of Entomology at Menard, Texas, and I. B. Boughton, veterinarian at the ranch experiment station at Sonora. Dr. Boughton reported excellent results from the use of phenothiazine in removing internal parasites of sheep, excepting the tape worm.

### The Business Session

The following new directors were elected: LeRoy Aldwell, William Allison, Bryan Hunt, all of Sonora; W. E. Brannon, Santo; Hugh Campbell, Balingier; Fred Horner, Uvalde; E. V. Jarrett, Comstock; Dick Lawhon, Eldorado; H. E. McCulloch, San Angelo; Floyd McMullan, Big Lake; Guy Nations, Sweetwater; Ralph Pembroke, Big Lake; Leonard Proctor, Midland; Walker Ragsdale, Junction; Martin Reed, Sterling City; John Scott, Mertzon; Roy Spires, Roscoe.

In reports adopted, the following positions were taken:

Favoring use of domestic wool and mohair in all government clothing contracts.

Opposing use of substitutes in manufacture of military clothing.

Requesting Defense Supply Corporation to give notice and hearing to wool growers before disposing of wools from the Australian reserve supply.

Asking warehouses to collect 10 cents per bag for the Texas Association and 5 cents per bag for wool promotion and to show these two deductions separately on growers' accounts.

Requesting state appropriation of \$100,000 and \$50,000 from federal funds for predatory animal control work.

Asking adequate appropriation for equipment of the wool scouring plant at the A. & M. College.

Opposing ratification by the U. S. Senate of the Argentine Sanitary Convention.

## Utah Wool Marketing Association Meets

THE annual meeting of the Utah Wool Marketing Association is scheduled for January 11, 1941, at 10 a.m., at the Hotel Utah. Sylvester Broadbent, president of the association, will be in charge of the session.

## POLO RANCH

BIG HORN, WYOMING

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### Corriedales

At the Chicago International of 1940, we won  
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JOE GLIGOREA, Mgr.

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THE SERVICES of Mr. J. C. Findlay, of Sydney, Australia, whose practical knowledge of the range and breeding essentials in the United States, and wide experience in selection and mating with a background of exporting activities to the U. S., cover a period of upwards of a quarter of a century, are at the disposal of the American Flock Owner.

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### American Southdown Breeders' Association

Southdowns won grand champion wether, champion pen, and grand champion carload of lambs, and champion and reserve champion carcasses over all breeds at the 1939 International. Write the Secretary for additional information.  
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## Court Finds Against Meat Cutters Union

A secondary boycott is an attempt by an organization to stop the business of an employer against whom the organization considers it has a grievance.

A California court recently ruled that secondary boycotts could legally be conducted under the laws of that state.

Some representatives of the Amalgamated Meat Cutters and Butchers Workmen of North America have seemed to hold that those members of that union could refuse to sell or slaughter lamb coming from flocks not shorn by union labor.

The recent decision of a Utah court in a similar case found that the employer was entitled to recover damages caused by such a boycott. The report of the decision follows:

In a decision involving labor legislation, of which there has been comparatively little interpretation by the courts, District Judge Herbert M. Schiller recently ruled the Utah Poultry Producers' Cooperative Association is entitled to an injunction against a "secondary boycott" imposed by an A. F. L. union and to damages of \$8,017.53 for loss caused by the boycott.

The injunction and judgment run against the Amalgamated Meat Cutters and Butcher Workmen of North America, an international union; T. John Lloyd, its vice president; Poultry Workers, Fish Handlers, Egg Canners, Feed Millmen and Creamery Workers' local No. 311 of the A. M. C. & B. W.; its secretary, Harry F. Harter; local No. 537 of the A. M. C. & B. W. and its officers, R. N. Burkhardt, president, and Roy L. Reese, secretary; and Food Handlers' Division of local No. 537, of which Laurence Oborn is president and S. B. Wallace is secretary.

### Membership Held Liable

Since individual members of the union affiliates were made defendants in the association's suit by the service of summons upon their officers, the membership becomes jointly liable for the judgment, Judge Schiller said.

Elements of the case which precipitated the "secondary boycott" are, briefly, as follows:

Prior to January, 1939, the association had labor contracts with local No. 311

covering employees in its dressing plants at American Fork and at 45 West Seventh South Street in Salt Lake City, and its mill at 1800 South West Temple Street. Then the mill employees withdrew from local No. 311, formed an independent union and demanded that the association recognize it as the sole bargaining agent for mill employees. A similar demand was made by local No. 311.

The cooperative refused to recognize either union until one was certified by the National Labor Relations Board, which resulted in an N L R B hearing, an election among the mill employees, and the subsequent certification by the N L R B of the independent union.

Thereupon, the decision shows, officials of all the defendant unions demanded that the Safeway Stores Inc. and the Success Markets of Salt Lake City cease purchasing "Milk White" eggs, a product of the association, upon pain of having their places picketed and their employees fined for handling "struck" merchandise. The two companies complied.

"The evidence further establishes that the defendants endeavored unsuccessfully to stop the sale of Milk White eggs in interstate commerce and that in this endeavor the international union was an active participant," Judge Schiller's decision said.

### Termed "Coercion"

Quoting what legal authorities were available on the subject, Judge Schiller held that the defendants' acts constituted a secondary boycott in that there was exercised "coercive pressure upon customers . . . to cause them to withhold or withdraw patronage from the complainant through fear of loss or damage to themselves," as distinguished from a "primary boycott" which is "a combination to refrain from dealing with complainant or to advise or by peaceful means to persuade complainant's customers to refrain."

"In a free country," Judge Schiller said, "one has the right to influence the action of others by peaceful persuasion. But if one attempts to force one's will on another by threats of harm or loss, the boundary line of peaceful persuasion have been passed and such action invades the right of freedom of choice which the law protects."

In defending the suit, the unions maintained that, even conceding the existence of a secondary boycott, the Utah anti-injunction statute deprives the court of jurisdiction to grant injunctive relief in such cases.

## Utah Law Does Not Apply

The court replied to this contention by declaring there is no specific language in the Utah statute from which it could be inferred the legislature intended to legalize the secondary boycott, and hence the anti-injunction law does not apply.

"The unlawfulness of the acts of the defendants having been established," the court ruled that the cooperative was entitled to damages in the sum of \$5,517.53 for loss caused by the necessity of selling in the New York market eggs which would have been sold locally had not the secondary boycott been in operation.

An additional sum of \$2500 was allowed as "the very minimum" cost of rebuilding, through advertising, the association's local market to the point it possessed prior to the boycott.

At the close of the 18-page decision, Judge Schiller made brief mention of the

association's contention that there was no labor dispute involved in the case since the independent union had been certified by the N L R B, although this point was not directly involved.

Both the National Labor Relations Act and the Utah Labor Relations Act are silent as to the rights of an employer who has bargained with a certified union and then is subjected to pressure by the "defeated minority," the judge said. But in the light of two other recent decisions, a dispute does not exist, Judge Schiller held.

"There seems to be no real labor issue involved," the court said. "They (the defendants) are not seeking higher wages or better working conditions. . . In reality they are not seeking to enforce the struck goods clause of their labor contracts. . . One of the customers of the plaintiff is now patronizing a nonunion house without objection from the defendants."

## Range Feed and Fires

WE PEOPLE of the western range states have become so accustomed to discussions of "fire hazards" we take it for granted that fire at all times is a hazard and under all circumstances a menace to be fought, regardless of expense, till the last wisp of smoke has died down. I am going to disagree with this idea and must acknowledge that a ripsnorter of a blaze in certain sections I could name is my idea of true conservation.

Let me say that my remarks apply primarily to Idaho, and are based on my own observations, but I believe there are very considerable areas in many of our western states where they will apply equally well.

North of the Salmon River, the section that we of Idaho know as northern Idaho, fire except under very careful control is definitely out, but south of the Salmon conditions are different, though much of the watersheds of the Payette, Boise and Weiser rivers have extremely valuable stands of timber, and under present conditions require every protection.

This article is mostly concerned with that part of Idaho and much of eastern Oregon where grazing and watershed protection are of primary importance. The immense territory of Malheur and Harney counties in Oregon, country largely tribu-

tary to the winter feed grounds of the lower valley of the Snake River, the lower foothills of the Weiser, Payette and Boise rivers, the Owyhee and the Bruneau watersheds south of the Snake, and the Sunnyside and Mountain Home districts north of the river, all are more valuable for grazing than for any other purpose. On these millions of acres pasture the stock which provide the market for much of the hay and grain raised on the irrigated sections tributary thereto. Farther east the Shoshone and Minidoka range tracts, the foothills of the Wood and Lost rivers, the watersheds of the Raft river and Portneuf and all of the Idaho watershed of the upper Snake are of little or no value except for the grazing they provide.

On all this immense area, feed for spring and fall is obtained for practically three million sheep and thousands of cattle with their offspring. Many of the lambs, it is true, never see the fall range, but the spring range is a mighty important part of their short lives.

Much of this area is under the jurisdiction of the Taylor Grazing Service, and following the lead the the older Forest Service, they seem to take the position that any fire is a bad fire and should be fought to a

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finish with CCC's shovels or anything else handy. I will go along with the forest people in their desire to keep fire under control in much of their territory, but with the grazing people I will not agree. Their territory needs a lot of fires and the time to burn it is when it will burn. I do not mean to burn the country already cleaned of sagebrush, such country should by all means be protected, but much of the area is valueless for grazing under present conditions on account of the brush growth, which kills out most of the valuable grazing plants. The graziers will tell you of the destruction of grass roots in a sizzler of a brush fire. Acknowledged. But what little grass there is hardly merits much consideration. The fire is to get rid of the brush, then give the grass a chance.

Any stockman, grazer, or forester who wants first-hand evidence of just what I am driving at should, on any visit to Boise, drive up the river on the oiled road to Arrowrock Reservoir. About seven or eight miles out and for the next six miles or so, note the range south of the river, that is across the river. This is known as the W. E. "Ted" Johnstone range. Ted has occupied this range exclusively for many years as a lambing range, being one of the few wool growers left in southwest Idaho still practicing range lambing. The Grazing Service makes the point that this range is understocked, carrying about 2,000 ewes when it could carry five. Ten or twelve years ago 2,000 was its capacity, but some careless smoker I suppose dropped a match where it would do the most good, for once. The country went up in smoke and flame, some blitzkrieg you might call it. It made a peach of a blaze, as the sagebrush was both high and thick, just how thick I distinctly recall as a spring or two before I hunted a bunch of lost yearlings in it for the best part of a week before locating them. I would have guaranteed to carry all the bunchgrass roots left on five square miles in one hand when that fire was through. Look at the hillsides now! The bunchgrass is back and lots of it. That is but one example of a good fire, underline the *good*, please.

North of Mountain Home last summer fifteen or twenty thousand acres

burned over and an immense amount (?) of damage was done. I question if that particular area ever carried a band of sheep over a week in the past forty years. Conditions must have been just right for the fire to run at all, but in spite of all the graziers could do, it did burn over a lot of land. Six bands of sheep grazed there for a long time this fall, I was informed, and I believe reliably.

Forty years ago I ran two bands of sheep on what is known as Ditto Creek, also north of Mountain Home. The feed was there for just about that many sheep, but you could find more bare-

bellies to the thousand than in any like area I know of. Six or eight years ago another careless smoker got in his dirty work, and this fall six bands of ewes spent the fall there—no barebellies among them either.

I might mention lots of sections where fire has been a blessing. The main road from Boise to Emmett goes through such an area. The country north of Bliss, and that east of Shoshone too, show the good results of good fires.

The grazer will talk of soil erosion, undesirable plants, even tell you of the formation of breeding places for the white fly, the bane of beet growers, on the mustard plants on the burned over areas. He may be right—I am no "bugologist,"—but that erosion business is overdone. We had erosion and lots of it long before any sheep ever wore a foot path round a sidehill. Some ground you could not erode if you used a placerminer's whatever-you-call-it "grant." I refer particularly to the lava rock country which constitutes a very large part of southern Idaho. Some of the steep sandy granite slopes you could not keep from washing; wash they will in spite of all the Grazing Service and all else concerned can do when a cloudburst hits such ground.

I contend that fire properly used is an asset. I believe that much of our sagebrush infested areas in the higher foothills are permanently useless till burned over. I believe that with the development of valuable forage plants like the bulbous blue grass and Michel's grass, such areas can be made again valuable grazing grounds.

The sheep are accused of spreading the sagebrush. I question that. I believe the sagebrush has spread with the stopping of fires, due to the feeding off of the grasses which carried the fire.

I believe a lot of stockmen feel just as I do, and I should not be a bit surprised if many foresters and graziers are part way convinced that they are going too far.

I have expressed my opinion on the subject. Perhaps the subject is of sufficient interest to the forest and grazing services to express theirs. Please understand I have been stating my own opinion which is in no way critical of any of the personnel of either service.

Hugh Sproat

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